

# DISTRIBUTION MAGAZINE

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OCTOBER, 1951



• Endless Chain Handling in Transportation

THIS ISSUE • Shipping It When It's Oversize • Why Not Rail-Truck Coordination



"HANDLES ANY KIND OF MATERIAL!"



"PERFECT FOR YARD USE!"



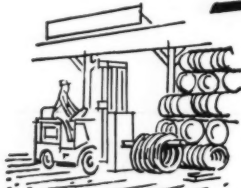
"STRONGEST MAST I'VE SEEN!"



"REALLY BUILT TO LAST!"

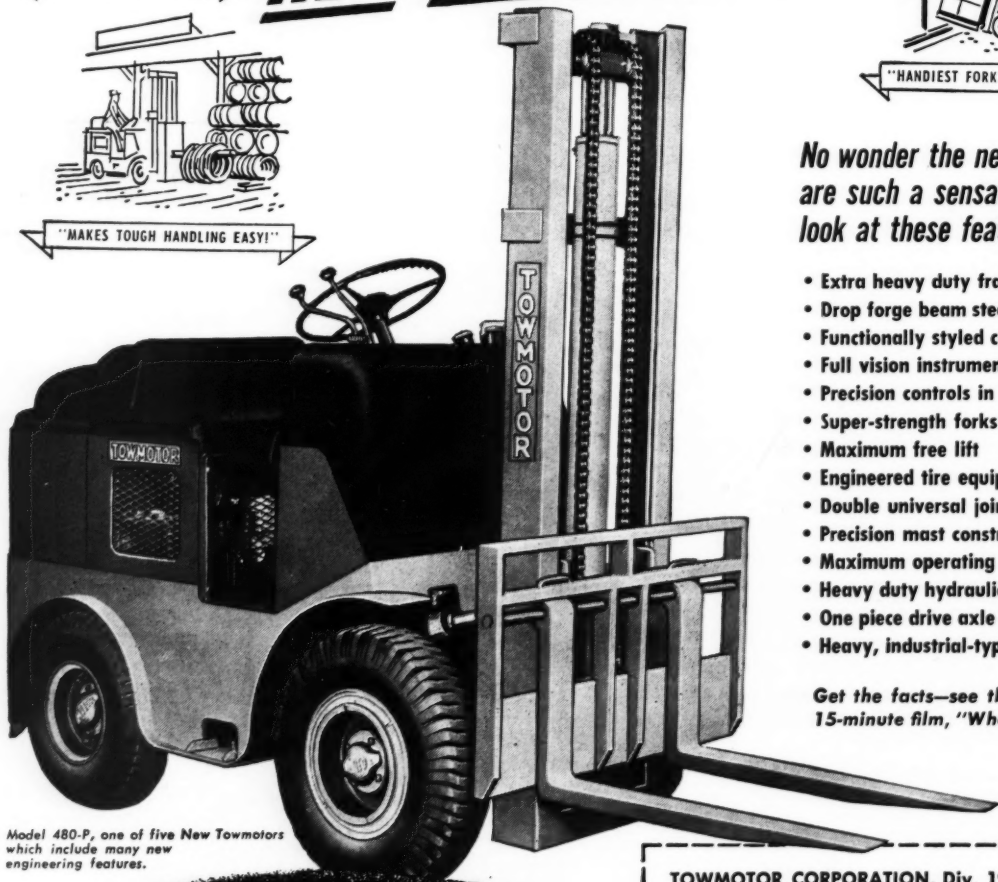


"HANDIEST FORK TRUCK MADE!"



"MAKES TOUGH HANDLING EASY!"

*handling experts  
everywhere are talking about the*  
***NEW TOWMOTORS!***



Model 480-P, one of five New Towmotors which include many new engineering features.

*No wonder the new TOWMOTORS  
are such a sensation... just  
look at these features:*

- Extra heavy duty frame
- Drop forge beam steering axle
- Functionally styled cowl
- Full vision instrument panel
- Precision controls in easy reach
- Super-strength forks
- Maximum free lift
- Engineered tire equipment
- Double universal joint
- Precision mast construction
- Maximum operating comfort
- Heavy duty hydraulic brakes
- One piece drive axle assembly
- Heavy, industrial-type engines

Get the facts—see the new Towmotor  
15-minute film, "What Makes It Tick?"

**TOWMOTOR**  
THE ONE-MAN-GANG

**FORK LIFT TRUCKS and TRACTORS**

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HOW MANY PEOPLE HAVE YOU TALKED TO ABOUT AMERICANISM TODAY?

**TOWMOTOR CORPORATION, Div. 19**  
1226 E. 152nd St., Cleveland 10, Ohio

- ☐ Send me more information on the new Towmotor.  
☐ I'd like to see the new film, "What Makes It Tick?"

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COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_



# BAKER TRUCKS require LESS MAINTENANCE

*to you this means*

- LESS TIME OUT OF SERVICE
- TOP OPERATING EFFICIENCY
- LOWER OVERALL COST

Baker Trucks are engineered and constructed to give maximum trouble-free service, and designed with many features for easier preventive maintenance and quicker, less costly repairs, when necessary. For example:

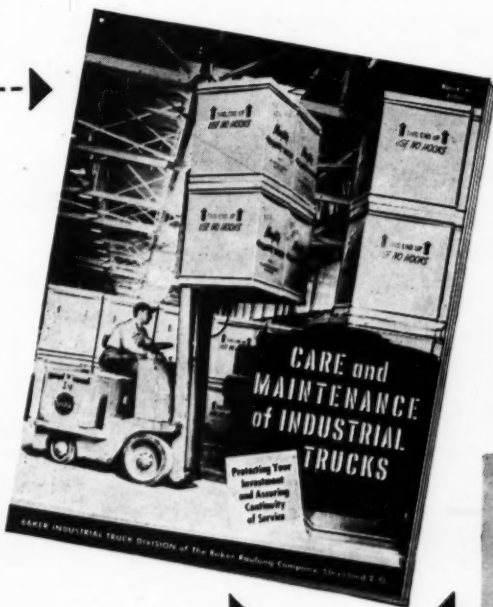
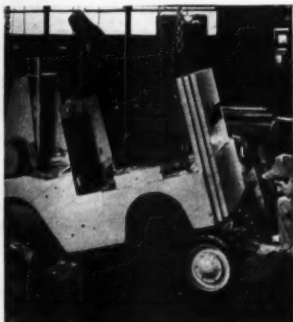


Electric dynamic braking saves wear on brake linings and protects drive axle and other moving truck parts by smoother, safer deceleration. Service brakes can be adjusted in 5 minutes, and relined in 30 minutes.

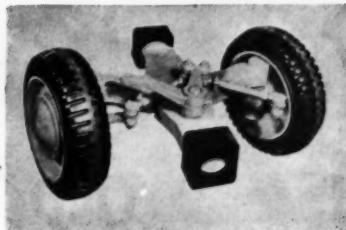
Baker exclusive Worm Drive Power Axle has fewer moving parts, is less subject to wear and does not lose efficiency with heavy loads or after long use. Mast assembly can be removed in 20 minutes and power axle pulled in 40 minutes.



Baker Rubber-mounted Trailing Axle is the simplest in use on industrial trucks. Can be removed from truck in less than 20 minutes by disconnecting steering tie rod and removing 8 bolts. Proper steering geometry prevents "scrubbing" of tires and means longer tire life.



Use of jumbo rubber blocks to absorb twisting axle action and road shocks eliminates need for spring connections. Blocks require no attention. Steering connections are above axle where they are protected from damage. Wheel bearings easily examined.



The above are 4 of the 60 illustrations from the new 16-page picture-story manual "Care and Maintenance of Industrial Trucks." Write for your copy today.

**BAKER INDUSTRIAL TRUCK DIVISION**  
of The Baker-Raulang Company

1216 WEST 80th STREET, CLEVELAND 2, OHIO • In Canada: Railway and Power Engineering Corp., Ltd.

# Baker INDUSTRIAL TRUCKS



## OLD DOBBIN'S NOT MAD!

Dobbin's day, as the major factor in the nation's transportation, is done. But Dobbin's not mad. Before the spectacular advent of the Trucking Industry he played a proud part in the nation's growth—and he knows it. He offers no complaints and no recrimina-

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Sales and Service Coast to Coast in the United States and Canada

# DISTRIBUTION MAGAZINE

The Magazine that Integrates  
all Phases of Distribution

100 EAST 42nd STREET, N. Y. 17, N. Y.—MU 5-8600

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VOL. 50, No. 10

OCTOBER, 1951



### COVER PICTURE

The pure efficacy of the endless chain conveyor in freight-handling operations is being proved more everyday as more truck and rail terminals adopt the system. In this issue is a brace of articles showing the system applied to two kinds of terminals in two ways. Our cover shows east end of Central Freight Lines terminal with the in-the-floor system. CB&Q Railway, on the other hand (page 21) prefers the overhead trolley.

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Assistant Manager

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# *There's never been a Diesel like it - Powered to go a*

## **GM "Million-Miler" Diesel Engine**

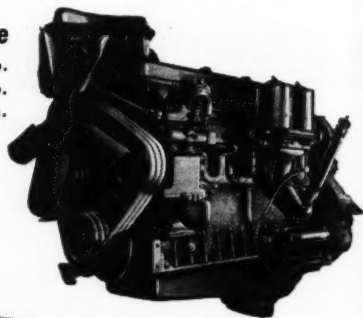
Four-Cylinder Model . . . . . 150 b.h.p.

Six-Cylinder Model . . . . . 225 b.h.p.

New Governed Speed . . . . . 2100 r.p.m.

## **GMC Diesel Trucks & Tractors**

"Million-Miler" powered GMC's  
are made in truck, tractor and six-  
wheelers to handle any loads from  
24,000 GVW up.



Auto  
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# a million miles!

**Y**OU are looking at two of the greatest developments ever engineered for more profitable hauling of goods.

One is a heavy-duty truck, a GMC—the most popular Diesel in America.

The other is a revolutionary new GM engine, the “Million-Miler”—a superb new truck engine designed to outlast anything on the roads today.

**P**UT the two together and you have the haulingest, pullingest, ruggedest team ever yoked to a pay load — a truck *powered to go a million miles and more.*

Give it normal maintenance and it will go farther, cost less to operate, less to maintain than any carrier you've ever owned.

*Here's why.*

**Automatic Fuel Modulation** — A new GM-engineered device automatically feeds this engine exactly the right amount of fuel it needs — *but never more than it needs*— regardless of throttle pressure. As a result of this “built-in brain,” the new “Million-Miler” Diesel maintains maximum efficiency in the low engine speed range, without lugging, sludging or fuel waste.

**Freer Breathing** — A new 170° camshaft keeps the exhaust valves open almost half of every cycle. Because of this, every cylinder of this new Diesel is flushed free of burned gases by massive charges of rich air — *goes to work completely refreshed*, gets maximum combustion from each successive fuel charge.

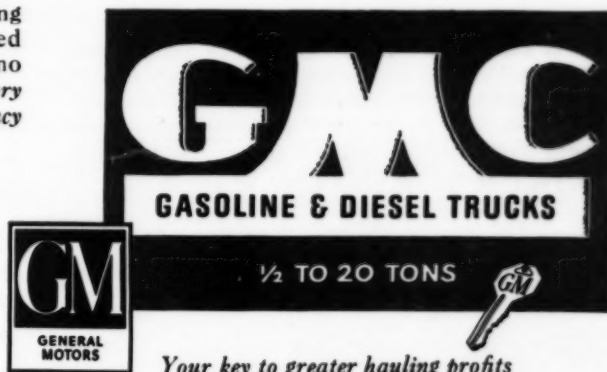
**Clean Burning** — Combine automatic fuel modulation at speeds below 1500 r.p.m. and freer breathing at top speeds — you have the cleanest-burning Diesel ever built! Because there is no half-burned fuel to gum or sludge up the engine, because no excess carbon lingers to steal power — *primary causes of engine wear are gone, power and efficiency are increased.*

**Greater Power Per Pound** — The result of this increased efficiency is a Diesel that delivers *12½% more* horsepower than former GMC Diesels of equal size and weight. (And because of their exclusive two-cycle design — GMC's have always saved several hundred pounds in weight over conventional four-cycle Diesel engines.)

**New Million-Mile Engineering** — Metal-to-metal head and block with individual sealings. Heavier-proportioned cylinder head with increased wall and top deck thickness. Cylinder liners seat on new renewable steel inserts. New “Million-Miler” crankshaft that shrugs off stresses. New Pallet-type injector rocker arms. Stellite-faced, 30° seat-angle exhaust valves. Chrome-plated piston rings. New oil control rings that last three times longer — *and more!*

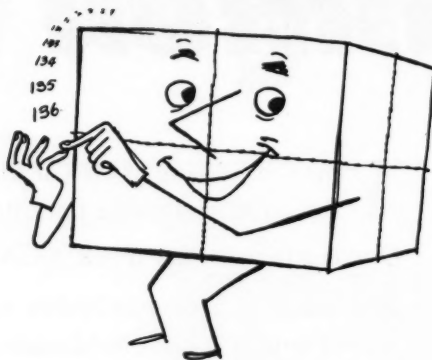
**Lower Parts Inventory** — All normal replacement parts for new “Million-Miler” four- and six-cylinder engines are interchangeable—not only between themselves, but with every GMC Diesel truck ever built. *No GM Diesel out of date!*

GMC Truck & Coach Division of General Motors

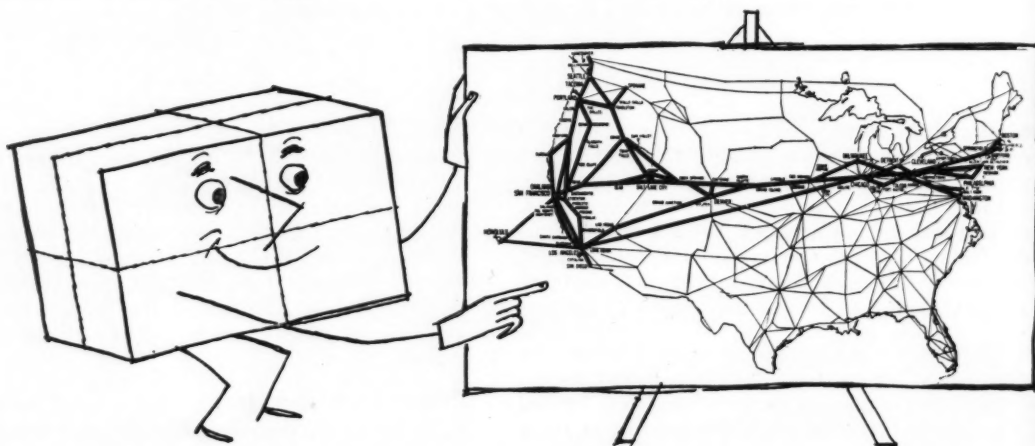


*Your key to greater hauling profits*

Here's why  
**UNITED AIR LINES**  
 is air cargo  
headquarters  
 for business  
 and industry



**1. A FLEET OF 136 PLANES!** ALL United planes carry cargo—including 5-mile-a-minute DC-6 Mainliner 300 passenger planes and Cargoliners too. With today's schedules, the most frequent in United's history, this means there's a United plane waiting for your shipment at almost any time of the day or night.



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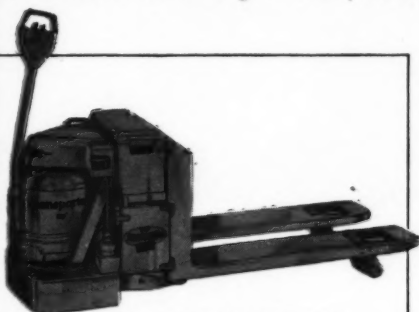
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# SHAKE HANDS



## with the GREATEST \$\$\$ SAVER

### American Industry Ever Knew... in Materials Handling Operations



#### MOVES TONS OF YOUR PRODUCT AT THE TOUCH OF A BUTTON

Forward and reverse control buttons are two-speed... controls operate from any position. Release of handle applies positive mechanical safety brake.

#### NEW "ARMORED" POWERHEAD DEFIES DESTRUCTION

All operating parts of this new electric truck are "armored" against shocks and bumps, by a heavy cast powerhead housing... yet easily accessible for quick servicing.

#### NOW SO COMPACT IT TURNS WITHIN ITS OWN SHADOW

"101" TRANSPORTERS are designed for utmost maneuverability. They slip in and out of the tightest aisles. These new "101" TRANSPORTERS turn within their own length.

#### NEW MOTOR—SAME SIZE, BUT 20% MORE EFFICIENT

New field-tested motor has been stepped up to deliver 20% greater efficiency. This means lower current consumption—more ton miles per KWH.

No wonder there are more **Automatic TRANSPORTERS** in use today... than any other operator-led Electric Trucks!

Yes, every day... different American Industries everywhere, report material handling savings up to 75%!

Small wonder management is so enthused about cost-cutting "101" TRANSPORTERS. These mechanized cost savers not only speed production and boost shipments—they also eliminate back-breaking, old-fashioned hand handling—*actually release manpower for more productive work!* It doesn't matter whether you employ as few as 3 men in materials handling operations, the rugged "101" Transporter will save you money. Send for the facts today—mail coupon below!

#### Trade **Automatic** Mark

115 W. 87th Street, Dept. T-1, Chicago 20, Illinois

Please send me complete facts about your new "101" TRANSPORTER, with FREE booklet: "How to Make Your Material Handling Pay Dividends."

Company Name.....

By..... Title.....

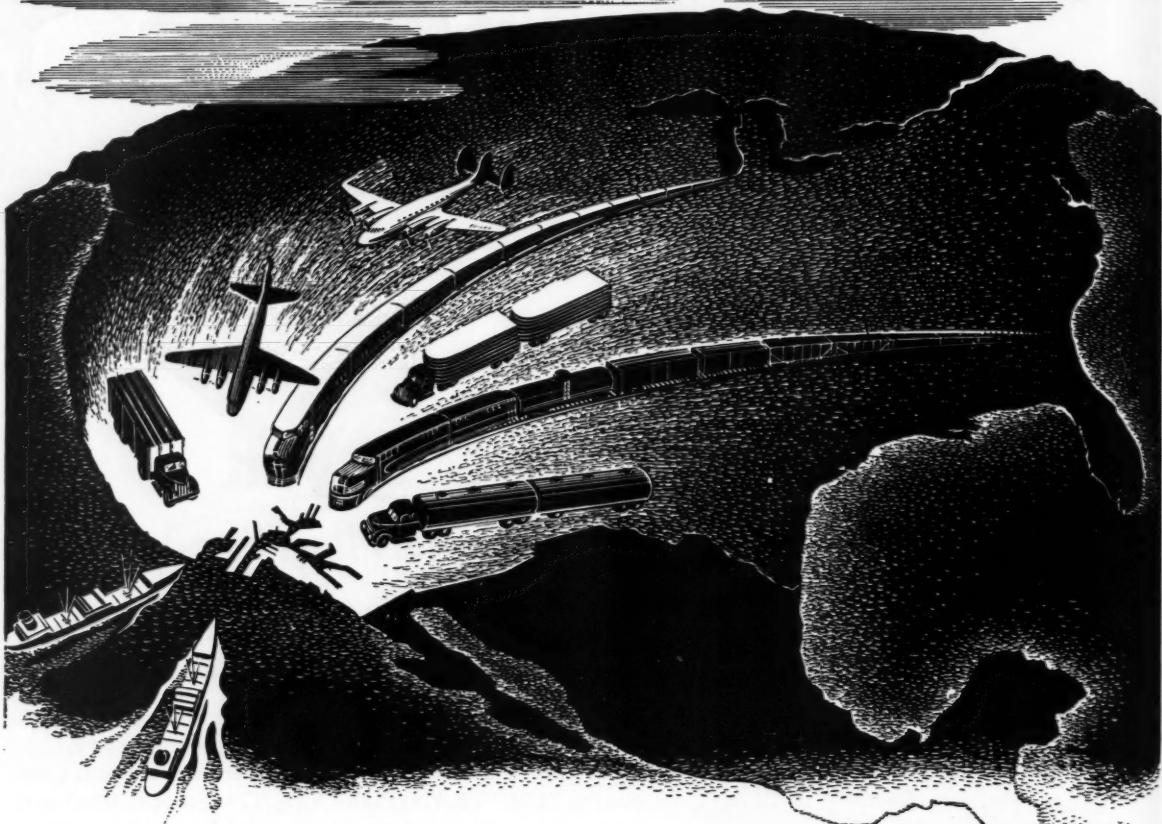
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WORLD'S LARGEST EXCLUSIVE BUILDER OF ELECTRIC INDUSTRIAL TRUCKS

# Consign to Los Angeles Harbor for Trans-Pacific Shipping



Save costs, save valuable shipping time by routing trans-Pacific cargo through Port of Los Angeles . . . By rail, truck or air LOS ANGELES HARBOR is nearer eastern industrial areas and closer to Hawaii and Far East Ports.

- ★ Direct car-to-ship delivery over marginal type wharves
- ★ Truck direct to shipside or transit sheds
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- ★ High and low line trackage

*The Captain's Choice . . .*



"because bunkering is cheaper and faster . . . marginal wharves are more efficient . . . and because of single terminal operation."



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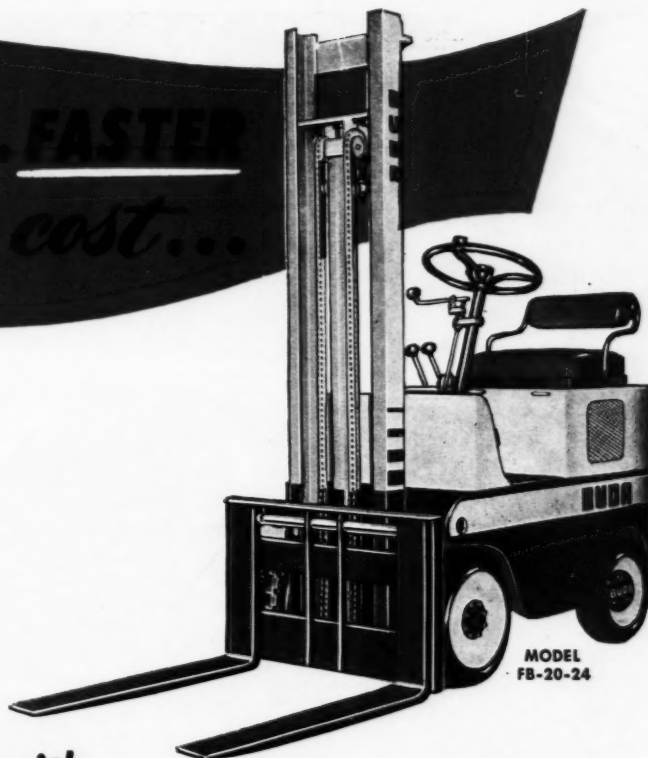
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City Hall, Los Angeles 12, Calif.



**MOVE MORE... FASTER**  
*at lower cost...*



MODEL  
FPB-20-24



MODEL  
FB-20-24

*with*  
**BUDA FORK TRUCKS  
and Attachments**

You can't match the new Buda 2000 lb. capacity fork-lift trucks for speed, economical operation and material handling capacity. Available in pneumatic and solid or cushion-tired models with a variety of time and cost saving attachments. See the new Budas at your nearby Buda Distributors today—they're way ahead in every way!

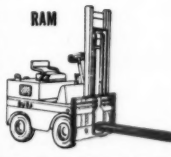
Write for Bulletin and Complete Data  
The Buda Company, Harvey, Illinois



SCOOP



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OVERHEAD GUARD



FORK  
EXTENSIONS



LOAD  
SAFETY RACK



CRANE ARM



SIDE  
SHIFTER



BRICK AND  
CONCRETE  
FORKS

AND  
many others  
too numerous  
to mention

**The Line with All 3 for Diversified Handling**

FORK TRUCKS



PLATFORM TRUCKS



TOWING TRACTORS



**BUDA**

Manufacturers of Diesel and Gasoline Engines, Maintenance of Way Products, Lifting Jacks, Earth Drills and Material Handling Equipment

# WHEN YOU'LL BELIEVE IT YOU SEE IT...



Ask your  
*White* representative  
for a demonstration  
in your service

The White 3000 is the fastest-selling truck in White history. Never before have so many different kinds of business—large and small—found a design that cuts costs and time so much. You can prove for yourself how many more deliveries per day are made possible by

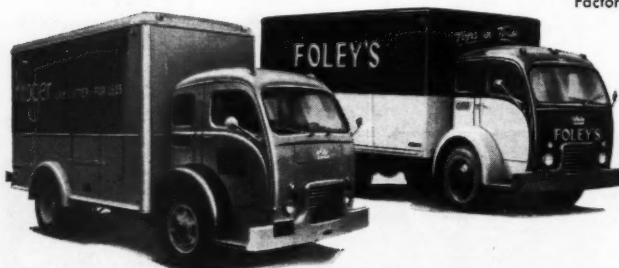
its functional features. It saves time in traffic, with larger loads. Parks more quickly. Loading and unloading are easier, quicker. The driver saves energy getting in and out. In these and other ways, you can measure the time and cost savings at the end of every day.

#### THE WHITE MOTOR COMPANY

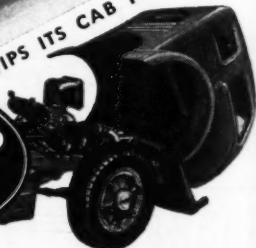
Cleveland 1, Ohio, U. S. A.

THE WHITE MOTOR COMPANY OF CANADA LIMITED

Factory at Montreal



TIPS ITS CAB TO SERVICE



For more than 50 years the greatest name in trucks

I see by my crystal  
 you're not on the ball,  
 Your shipments are sluggish,  
 your cargoes just crawl.  
 A quick switch to airFREIGHT  
 will open your eyes —  
 More speed for less dollars  
 the way the crow flies.



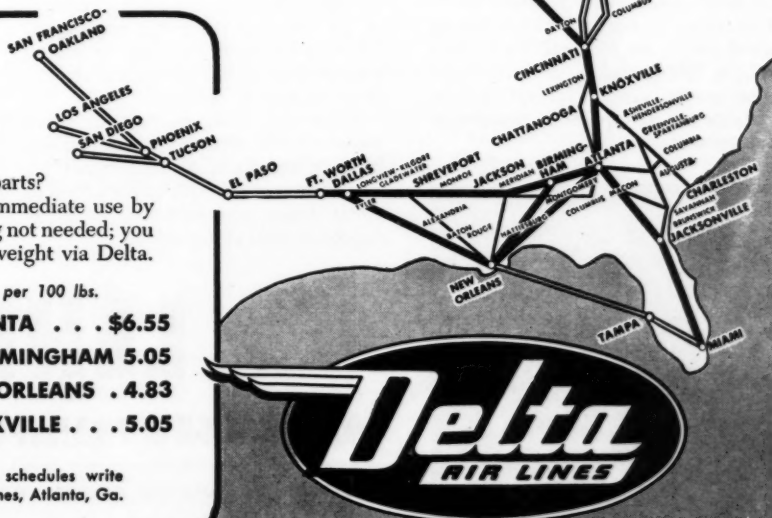
### Overnight Delivery Speeds Production

Ordering machinery, dies, tools or parts?  
 Get "next-morning" delivery and immediate use by  
 Delta airFREIGHT. Heavy packing not needed; you  
 can forget the crate and save the weight via Delta.

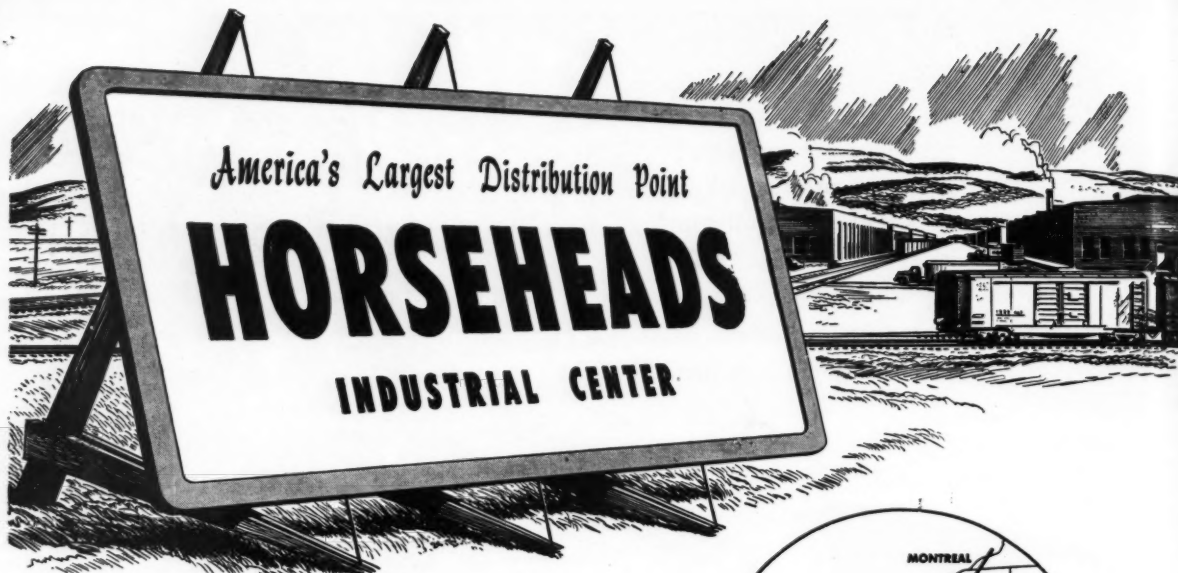
Typical rates per 100 lbs.

**CHICAGO-ATLANTA . . . \$6.55**  
**CINCINNATI-BIRMINGHAM 5.05**  
**ATLANTA-NEW ORLEANS . 4.83**  
**CHICAGO-KNOXVILLE . . . 5.05**

For complete commodity rates and schedules write  
 airFREIGHT Department, Delta Air Lines, Atlanta, Ga.







## Vast New In-Transit Point

**East or West Offers Major Savings  
in Warehousing and Marketing,  
Plus New Building for Industry**



40,000,000  
persons live  
within a 250-  
mile radius of  
Horseheads.

### Where Is Horseheads?

Six miles north of Elmira, N. Y., on four rail lines at Horseheads, a site picked by the Army as best in the nation for overnight distribution to all Atlantic ports in World War II.

### What Is The Center?

A 673-acre industrial and commercial development, with 1,500,000 sq. ft. of existing one-story warehousing, served jointly by four railroads: Erie, D. L. & W., Lehigh Valley and Pennsylvania. 500 acres with all utilities available for new plant or warehouse development.



### What Services Are Offered Now?

Complete warehousing: carloads in and out, LCL consolidation, packaging, repacking, processing, bottling. Heated and unheated space, unlimited floor loads. Distribution by rail or 30 truck lines.

### What Are The Savings?

From the West, coverage overnight of all the East from this economical inland point saves building or leasing expensive space in each market city... saves on export storage.

From the East, manufacturers or importers can save to western markets by shipping direct to Horseheads for in-transit storage, with quick access to Great Lakes and mid-west cities as needed in final distribution.

East or West, you save on processing and assembly, with Horseheads economy in converted buildings or new units built to your specifications.

### What About New Construction?

New buildings financed for reputable firms, on long-term, low-rental basis for storage, processing, assembly. Space operated for you by Lehigh-Horseheads Warehouse if desired.

### Where Can I Get Full Details?

From Lehigh Warehouse & Transportation Co., Horseheads, N. Y. or 98 Frelinghuysen Ave., Newark, N. J.

Nicolson, Porter & List, 231 S. La Salle St., Chicago.

City Investing Company, 25 Broad Street, New York City.

# LEHIGH

## WAREHOUSE & TRANSPORTATION COMPANY

Agents for

HORSEHEADS HOLDING CENTER CORPORATION, HORSEHEADS, N. Y.





## EDITOR'S PAGE

### *E Pluribus Unum?*

This month our packing and packaging consultant shows why a good packaging program cannot be evolved independently of the existing or projected materials handling system. He supports his argument by referring to two actual cases where the maximum benefits were achieved by thinking of packaging in terms of handling, and of handling in terms of packaging.

Such a method of thinking might strike you as being elementary to the point of absurdity. What sort of packaging engineer, you ask, would design containers oblivious to the methods by which they are to be handled? And what materials handling engineer could set up an efficient system without knowing the size and style of packages to be handled?

Well, hold your breath, because in a large industrial concern *it happened!* In this month's article, our consultant gives the details. It seems a packaging engineer worked hard to standardize his firm's shipping containers, only to find they could not be handled on the new conveyor system the materials handling engineer had installed. The result was the packaging man resigned in disgust, and the company was left with a packaging-handling system that was a real turkey.

Here is clear proof that what we have been saying these many years is true—distribution is made up of many phases, each phase intimately related to the other. In the interests of economy, efficiency, and speed, the several phases of distribution must be thought of as an integral unit.

More than that—they must be *supervised* as an integral unit. That the above farce could take place in a modern industrial firm reflects on its top management. Somehow it must have so isolated the firm's distribution functions, that overall efficiency was sacrificed to departmental jealousy. That's exactly why we've insisted these functions should be supervised by one top management executive. We've said repeatedly that the traffic manager should have this responsibility, for the simple reason his basic duties transcend the whole field of distribution. However, no matter what executive is chosen for the job, it's vitally important that *someone* among top management administers the firm's distribution activities.

**COSTS ROLL DOWN**



**When KINNEAR  
Doors Roll Up**

**They save SPACE**

by opening straight up and coiling above the doorway. All floor and wall space around the door can be used at all times.

**They save TIME**

with smooth, easy gliding action. The doors can also be motor controlled, with push-buttons, at any number of convenient locations.

**They save MONEY**

rugged, all-steel, interlocking slot curtain assures long life, low maintenance, and extra protection against fire, intrusion and wind damage.

Every Kinnear Rolling Door is specially fitted to the individual opening, in old or new buildings. Cannot interfere with doorway traffic or nearby activity. Opens neatly above lintel; stays out of reach of damage. The Kinnear Rolling Door's capacity for years of hard, uninterrupted use has been proved by a half century of service under all types of conditions.

Write for free copy of this latest Kinnear data book.

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Offices and agents in all principal cities

**Saving Ways in Doorways**  
**KINNEAR**  
ROLLING DOORS

# LETTERS

## TO THE EDITOR

### Can We Collect?

To the Editor:

It would be greatly appreciated if your legal consultant could give us information regarding the following:

We made freight shipment with the bill of lading reading as follows:

Consigned to Mrs. Julia Jameson  
Destination McLane & Taylor Warehouse

624 Willow St.  
Manchester, N. H.

The address, 642 Willow Street, is the address of the McLane & Taylor Warehouse.

The carrier delivered the shipment to a third party, who evidently was the representative of Mrs. Julia Jameson. As a result, we have been unable to collect our charges which include crating and packing services and prepaid freight, since these charges were to be collected for us by McLane & Taylor Warehouse.

We have filed claim with the carrier for the amount of our charges, alleging misdelivery, and the claim has been denied.

Does their delivery constitute a proper delivery, or should shipment have been delivered only to Mrs. Julia Jameson at McLane & Taylor Warehouse, 642 Willow Street?

We might also add that no notification of arrival of this shipment was addressed in accordance with the consignee description on the bill of lading.

We know, of course, that there must be a better way in which to direct the shipment.—George H. Buerger, Benton Van & Storage, Albuquerque, New Mexico.

[After reviewing late higher court cases I have found none exactly to the point. However, the higher courts hold that a common carrier is liable for misdelivery. But the carrier never is liable on contracts to transport goods at less than lawful rates. In other words, a carrier may contract to transport goods at a named rate. This contract may be in writing, but if the rate specified is less than the rate allowed by the Commission, the carrier may sue and recover the legal and lawful rate. Of course, in your case the important question is whether the carrier misdelivered the goods. My opinion is that there was no misdelivery, since the goods were delivered to Mrs. Julia Jameson in Manchester, N. H. The fact that the destination was McLane & Taylor Warehouse is not important, in my opinion, since your charges were not specified on the bill of lading. Although the goods were not delivered to Jameson personally, that is not a

legal point, as the one to whom the goods were delivered was agent for Jameson. The same result could have been although the goods were delivered to Jameson, since there was nothing in the bill of lading to guarantee collection of your charges on delivery to the consignee. Of course, a consignee always is liable for unpaid legal charges, but not for illegal charges not clearly within the terms of the contract between the carrier and the shipper. The fact that the goods were delivered directly to Jameson or her agent is not important, in my opinion, since there was nothing in the carrier's contract obligating it to make the collection for you.—Leo T. Parker, Legal Consultant.]

### Orchids to DA

To the Editor:

May I, at this time, state that I enjoy reading *Distribution Age* and I consider it as having very fine articles regarding traffic and transportation matters.—R. F. Pullen, Supervisor of Traffic, General Electric Co., Milwaukee, Wisc.

### Public Warehouse Survey

To the Editor:

It is our belief that our forthcoming survey of public warehouse space should have as complete a coverage as possible. For that reason, we wish to take advantage of your kind offer to provide us with the list of additional members of the industry whose names do not appear in the 1951 edition of your Directory.—H. K. Osgood, Director, Warehousing and Storage Division, DTA, Washington, D. C.

[A list of 1,014 public warehouses not listed in DA's 1951 "Annual Warehouse Directory Number" has been sent to Mr. Osgood. This, together with the Directory listings, is being used by DTA in its survey. We are happy to assist DTA and the warehousing industry in this important project. Ed.]

### Finds Haynes Article Valuable

To the Editor:

In your August, 1951, issue, you have an article on "Roll Out the Barrels... on Wheels" by D. O. Haynes. Because of our work here in the Department, copies of this article would be most useful to us.

Accordingly, it would be appreciated if you could supply us with two reprints of this article.—Joseph F. Herrick, Jr., U. S. Dept. of Agriculture, Washington, D. C.

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They bring to your materials handling problems new shortcuts—new savings in man-hours—new opportunities to answer today's stepped up demands for increased production and faster deliveries.

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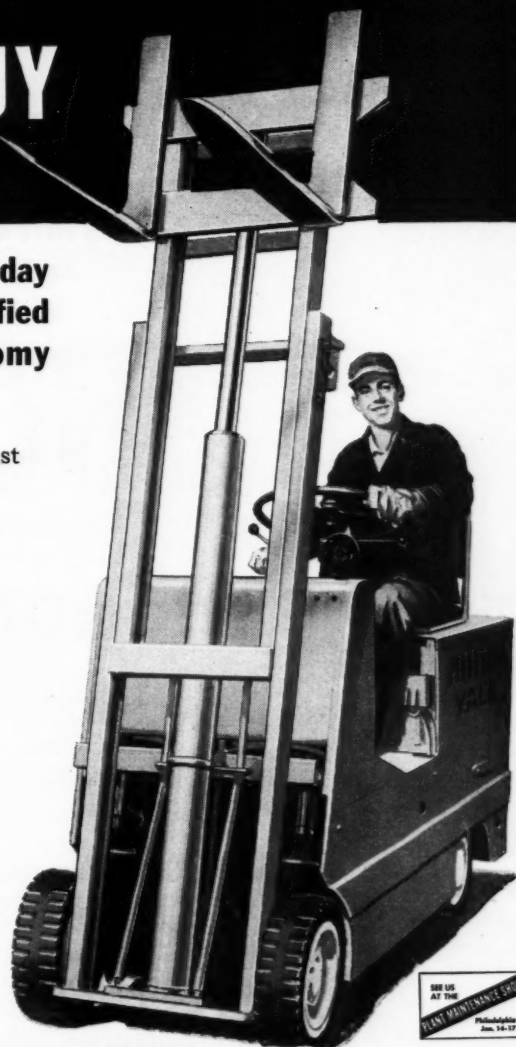
Rugged Yale quality—built into every part—explains the service these trucks give even in the toughest jobs... even when working on round-the-clock schedules that would knock out trucks of less durable construction.

Ask for complete details about Yale Electric Trucks—and their industry-wide record of satisfied users.

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OCTOBER, 1951

15



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# TRUCKS

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# INTERNATIONAL TRUCKS

*"Standard of the Highway"*



## Straight-Line Handling

Intelligent planning of the building in conjunction  
with the handling system, makes the new Plough, Inc.  
plant a model of materials handling in distribution

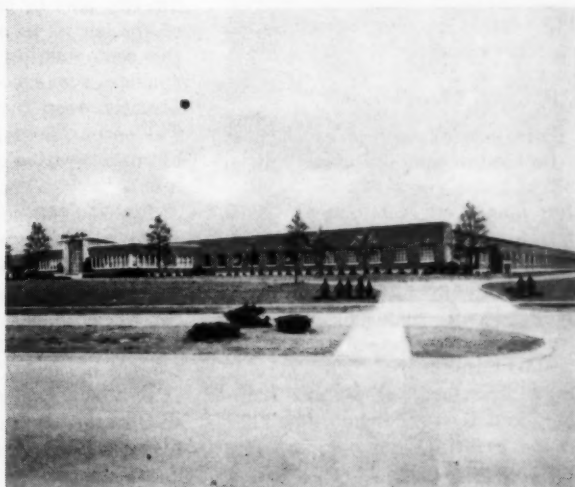
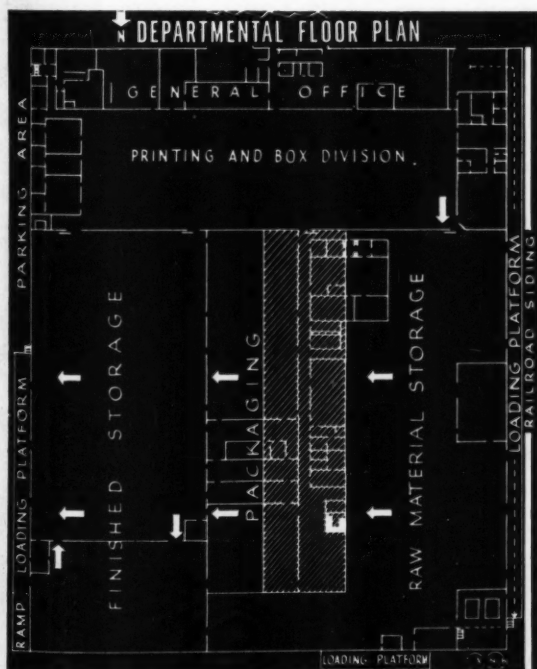
**A**CCENTUATING straight-line production, with a direct west-to-east movement of materials and supplies across the big plant through various manufacturing stages and finally shipping, the new \$5,000,000 home of Plough, Inc., makers of drugs, cosmetics

and household products, is an amazing model of careful planning and engineering skill.

Thousands of visitors from all parts of the country (and 53 foreign countries where Plough products are sold) marvelled recently during the company's week-long

open-house celebration in Memphis, Tenn., at the plant's completeness that covers nearly six acres on a sprawling 14-acre tract.

Touring through the executive offices, the cafeterias, printing and box units, research laboratory, machine shop, and warehousing, pro-



Above, the impressive new plant of Plough, Inc., which covers 250,000 square feet. This plant made straight-line production possible as floor plan, left, illustrates. Raw materials enter at loading platform, continue west to east through storage, processing, packaging, and the finished products leave from opposite side. Shaded area is small second story storage space



A fork truck, important in Plough's straight-line production movement, lifts boxed jars at the plant's dock



Careful checking is a part of all operations. Here a fork truck removes a pallet load from storage pile



The pallet load of jars taken from the storage pile is delivered direct to the production line for packaging

## ***Straight-Line Handling . . . Continued from previous page***

duction and shipping areas, the visitors were particularly impressed by the facilities, equipment, and co-ordinated man-power for distribution.

With clock-like regularity, the many ingredients that go into the making of Plough products move as if by magic to the processing and production lines and on out to shipping. How is this steady flow of distribution maintained? How is this system of men, women, and machinery handled?

### **A Planned Plant**

This new Plough plant, largest of its kind in the South, was the result of three years of careful planning among all department heads and long conferences with the Wigton-Abbott Corporation, architects and engineers, of Plainfield, N. J. H. B. Solmson, executive vice-president, R. C. Carey, vice-president in charge of production; Hugh Crawford, production manager, and G. L. Mitchell, manager of the printing and box division, had the responsibility of steering the plans. Various executives of the company made many trips to study other similar plants. The surveys and studies centered around a plant that would efficiently handle warehousing, compounding, packaging, storing, and shipping of

a yearly output exceeding 100,000,000 packages.

Before combining operations under one roof, Plough was strung out over Memphis in nine widely separated buildings, four of them used for warehousing. It was a complex, costly arrangement, especially in distribution. The new home not only fulfills a long desired goal of working under one roof but simplifies this plan by concentrating most of the activities on one floor. Only the compounding is confined to a smaller second floor strip, which is directly over the packaging area. The second floor permits a gravity filling operation in the packaging area.

The 250,000 square feet of floor space in this steel-and-brick fire-proof building, most of which is air-conditioned, is more than three times the 65,000 square feet in the original building Plough bought from American Coating Mills. To this 65,000 square feet, Plough added approximately 185,000 square feet as the focal point of straight-line production.

Let's follow the incoming shipments to Plough. Running nearly the entire length of the plant on the west side is a 500-foot railroad dock, adjacent to two tracks that can accommodate 20 freight cars and three tank cars at one time.

Nearby is a convenient truck receiving dock, approached from the rear of the plant on a special route that keeps incoming and outgoing trucks from tying up traffic in front of the building.

By rail and truck come raw materials and supplies for such Plough products as St. Joseph Aspirin, St. Joseph Aspirin for Children, Mexsana Medicated Powder, Mexsana Skin Cream, Penetro Salve and Nose Drops, Moroline Petroleum Jelly and Black and White cosmetics—some of the 150 items manufactured.

### **Handling into Plant**

Shipments include an endless flow of bottles, caps, cans and also paper and cardboard to feed Plough's own printing plant, bindery and box plant, producing all labels, circulars, advertising literature, mailing pieces, cartons, and containers.

A storage tank "farm," at the rear of the plant, with seven lofty tanks, ranging in capacity from 8,500 to 17,500 gallons, is used to receive such raw materials as mineral oil (both medicinal and technical), petroleum jelly, and alcohol, unloaded from tank cars by pumps and steam. A network of pipes carries liquids from the storage tanks to the second floor com-



In the compounding department, a fork truck delivers barrels of raw ingredients for processing by chemists



A section of the finished products warehouse where palletized packaged products are delivered by fork trucks



A "picker" fills a small order, placing Plough products in a box that glides along a skate wheel conveyor



Semi-live skids and jacks, towed manually, are used as conveyors in the filling of "case lot" orders



Cases taken by Skid and jack to the shipping dock are speeded into the big truck on a skate wheel conveyor

pounding area. Thus a chemist, preparing a large kettle with petroleum jelly as a base, can merely set his meter and push a button to deposit 40 gallons a minute in any tank he desires.

There is an enclosed "quarantine" area, used as a temporary receiving base for raw materials until they are sampled and analyzed by the research laboratory for acceptance or rejection. These tests continue through manufacture to the final products.

The system of flawless palletizing is an important factor in the movement and storage of materials, supplies and products. Storage is either on 32 x 40-inch or 46 x 46-inch pallets. The receiving department is furnished with a pallet layout so that shipments of the same items are sure to be palletized alike, reducing inventory costs and maintaining better inventory control.

Pallets originate in the rail cars and off the trucks. All materials handling in the plant is done by five Clark 4000-pound lift fork trucks, battery-driven, lifting to a height of 150 inches. Average stacking of materials in storage runs to a height of about 14 feet, with a maximum of 20 feet, where the weight is not too heavy on the fork trucks.

Storage sections are like a gigantic, well kept filing system, plainly marked off by aisle-lines and numbered for each classification. There are 45,000 square feet in the warehouse for raw materials and supplies, and 40,000 square feet for finished products. It is fascinating to watch the lift trucks as they move easily into and out of the packaging areas, through six-foot wide, double-acting, swinging doors, equipped with bumpers. All doorways have an opening height of eight feet.

A "traffic system" regulates the movement of fork trucks around packaging production lines, which are laid out in corridors, marked by aisle lines, where the trucks safely and quickly deposit supplies and materials. In the warehouse a fork truck removes one or two pallets from the top of the stack. Without getting off the truck or ever setting the pallets down, the operator deposits the load in the proper place on a production line. Cases of finished packages are

(Continued on page 46)





West end of Central Freight's new Dallas terminal, the unloading end. Men work between endless chain and dock

## Endless Chain Handling

**T**HE endless chain has been put to work by a Texas trucking firm. Central Freight Lines, Inc., in planning its recently opened \$750,000 Dallas plant, decided that manpower and fuel would be wasted if the firm relied on fork trucks alone to transfer freight on a dock 544 feet long.

The company wanted to move its freight with a minimum of manpower. After careful study, an endless chain which pulls a stream of pallet-sized carts was installed in the terminal floor.

Let's follow a piece of freight as it takes an economy ride on Central's endless chain:

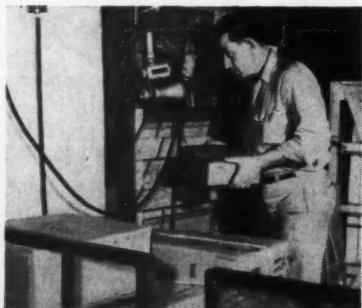
A truck pulls up to the terminal

Truck terminals can use a materials handling system which will move freight quickly and cheaply. Central Freight Lines recently installed such a system

By Joseph Sterne  
Special Correspondent

dock. A workman takes an empty cart off the chain, pushes it into the truck and loads a crated washing machine on the vehicle. He then

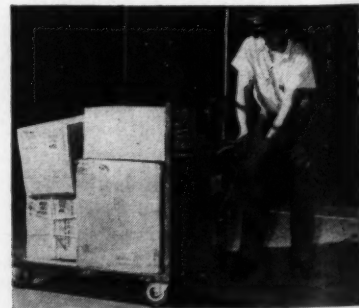
calls a checker in an office overlooking the depot, and reports what he has loaded. The checker calls a  
(Continued on page 31)



Over intercom system, worker itemizes each package as he unloads into cart. System links all parts of the terminal



Cart loaded, worker drops front-end bolt into chain in floor. Chalked numbers show where truck will receive load



Arriving at assigned truck, cart is pulled off endless chain. After unloading, it will be returned to conveyor



*Above, view down island platform showing overhead chain tow*

*Below, cart with load of incoming freight is hooked up to the chain*



## g in Transportation

Railroads would hate LCL freight handling less if they followed CB&Q's example in Chicago. The designing engineer tell how this overhead chain-tow gets results

By C. A. Burton  
Lamson Corporation

A VERY modern adaptation of a very familiar material handling system—the endless chain—has solved many problems of cost, traffic interference and maintenance in consolidating as much as 32,000 tons of LCL goods per month at No. 10 freighthouse of the Chicago, Burlington & Quincy, Chicago.

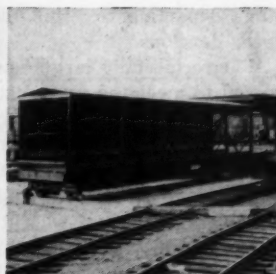
Originally devised and primarily used for high speed assembly lines in warehouse operations, the chain-tow system, as used by the CB&Q, now promises to simplify the riddle of LCL freight handling at large freight stations the country over.

The chain at freighthouse No. 10 is 2,100 feet long in a closed rectangular circuit 1,000 feet by 50

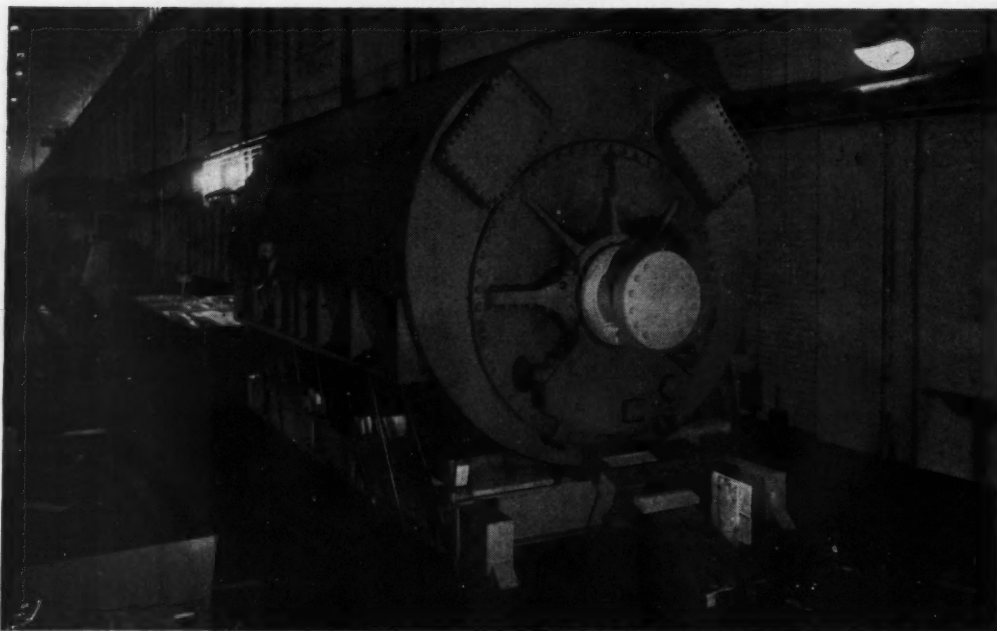
feet. Tow-hooks are spaced at 12-foot intervals so that 175 platform trucks can be kept on the move at once, carrying freight from 35 boxcars on stub tracks numbers 3, 4, 5, and 6 and scores of highway

trucks backed up to 139 tailboard docks, to any other boxcar or truck. The handlers merely unhook empty trucks as required after they pass the point where they have been un-

*(Continued on page 32)*



*Ingenious swing-bridge connects center island platform with outbound house. Left, truck taking turn on to the bridge. Right, bridge swung back clear of tracks*



## Shipping it when it's OVERSIZE

**E**VER see a "boat built too large to be taken out of the cellar?" Manufacturers of large equipment could run into this problem every time an order is received for outsized apparatus. The difference is that, through cooperation of the sales, engineering, traffic, and shipping departments, this dilemma never develops.

When especially large equipment is sold to meet the requirements of a customer, the sale is reported immediately to the design engineers who, in turn, furnish the traffic department with a drawing showing overall size and weight.

The traffic department's first problem is to select a car that can handle the load. The *Railway Equipment Register*, a guide pub-

The traffic department has to know a lot of railroading to get behemoths to destination

By

**H. D. Smith**  
Shipping Department  
Westinghouse Electric Corp.

**Robert J. Crosby**  
Traffic Department  
Westinghouse Electric Corp.

lished for all the railroads, not only lists every car and its number, but shows dimension, type, and capacity of each. Car designations are standardized.

As a typical large plant, the

Westinghouse East Pittsburgh Works, which is located on the Pennsylvania Railroad's main line, principally uses several types of cars (See table, page 29).

(Continued on page 29)



## Let the Left Hand Know!

Second in a series, this article presents three concrete cases showing why coordination between packaging and handling is imperative

The article on packaging and materials handling in the September issue stressed two points: (1) that mechanized materials handling is rarely superimposed successfully on the packaging operation, and (2) that packaging normally must be modified as mechanization is adopted to obtain the optimum combination. A specific illustration will probably help in grasping these concepts.

Some years ago a national manufacturer of communications equipment was confronted by the problem of storing synthetic insulated wire intended for inside installation. The solution adopted represented an optimum combination of

**By Allyn C. Beardsell**  
*Packing & Packaging Consultant*

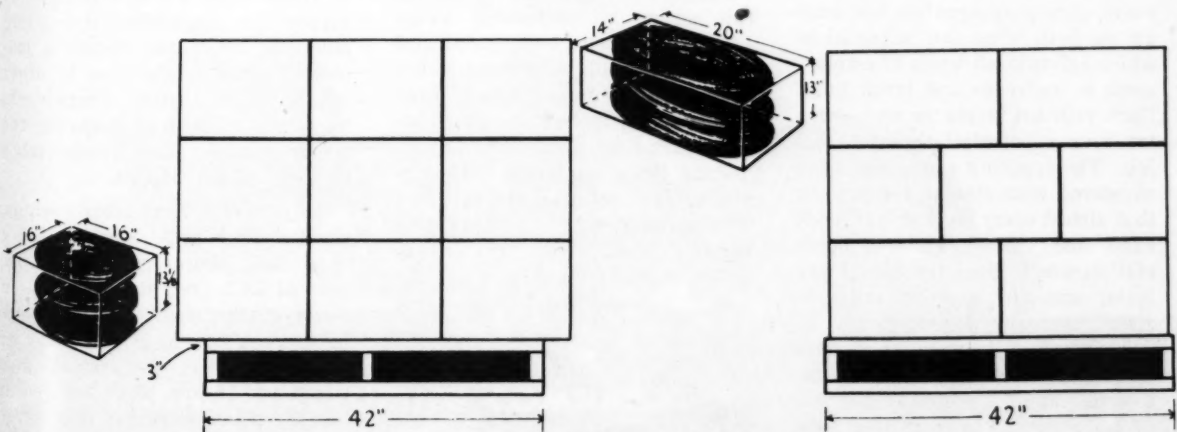
packaging and materials handling factors.

The old method of storage was as follows. The wire was coiled to form a ring approximately 16" in diameter and 4 $\frac{5}{8}$ " across the top. Three such coils were placed one on top of another in a regular slotted style corrugated fibreboard box of 200 lb. test certificate grade measuring 16" long x 16" wide x 13 $\frac{3}{8}$ " deep. The approximate gross weight was 45 lbs.

These containers were loaded on the organization's standard sized

pallet, 42" x 42", with three layers of nine each, or 27 cases per pallet. Since the containers had a square cross-section, the span for three boxes in either direction of the pallet was 48", necessitating an overhang of 3" on all four sides. Furthermore, the square cross-section did not permit interlocking or "brick-piling." The excessive overhang and lack of any cross-piling prevented stacking pallets more than two high, and even then it was hazardous. And 162 coils of wire occupied a floor area of 16 square feet.

It was felt that storage could be improved through more efficient  
(Continued on page 42)



The old method of storage, shown at left, prevented "brick-piling" the load, and involved a 3" overhang on all four sides. Improved containers permitted more efficient, safer palletization, interlocking the load and eliminating the overhang.

## Rail-Truck Coordination

Here is a challenge to railroads and truckers to meet the growing demands of the national emergency with cooperative efforts

By M. C. Jenkins  
Special Correspondent

OUR railroads face the national emergency in far from their best condition; everyone in traffic and transportation realizes this fact. One important contributing factor to the poor state of the railroads is the lack of cooperative effort between rails and truck lines. From all sides come reasons and excuses, along with a lot of useless finger-pointing. The railroads want nothing to do with common carrier motor lines, and for their part, the motor carriers are quite happy to leave it that way. Over a period of years, strong antagonism has built up on both sides, an antagonism which exists at all levels of employment on railroads and truck lines. Each railroad employee sees every truck as a potential threat to his job. The trucking companies have countered with similar feelings, so that almost every truck driver, dock hand, and billing clerk can quote statistics as to truck taxes, highway costs, and the amount railroads spend on anti-truck propaganda.

This lack of harmony suggests a remedy that would help to alleviate, to some extent, the difficult position of our railroads in regard to costs, car supply, manpower, and less-carload services. This remedy is one

which has been rejected consistently in the past—*rail-truck coordination*.

Using as an example the Chicago to New York line of the New York Central Railroad, let us outline the type of coordination proposed in this article.

### Close Small Stations

Suppose the New York Central closed all freight stations on this line except the following: Chicago, South Bend, Toledo, Cleveland, Erie, Buffalo, Rochester, Syracuse, Utica, Albany, and New York. The railroad would continue to accept LCL shipments to every point now served, but would load merchandise cars only at the stations listed above. From these stations, short-haul truck lines would serve as connecting lines, rendering daily service to each point on the rail line. The railroad's shipments would be handled along with the motor carrier's local freight, just as shipments received from connecting

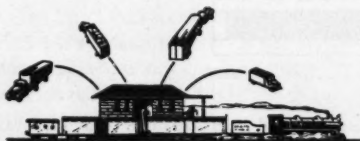
truck lines are now handled. Carload service would be continued.

It is clear that railroads would benefit in many ways from such a method of coordination. Greatest immediate gain would be the savings resulting from closing the many small freight houses not included in the list of "key points" above. In some cases this would be enough to change a railroad's balance sheet figures from red to black.

Closing these small stations would free manpower, which from all appearances will soon be in short supply, for other jobs. It is probable that all of the displaced employees could be absorbed in other jobs with the railroad. There would be plenty of trained help for the larger stations, and overall labor costs would be reduced.

As an example of labor savings, consider dock help. Assume that a good dock laborer can handle five tons of LCL freight per hour. In many of the small stations there isn't enough to keep him busy at that rate. Closing five such stations would add 15 tons to be handled at the key point, work for only three men instead of the five displaced.

(Continued on page 34)



# On the Highway or Off— Trucks Go Faster at Lower Cost

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**BEYOND THIS DOOR** are the tripled facilities of our vast new \$1,000,000 New York terminal—stepping up service to a new high throughout the ENTIRE Branch system.

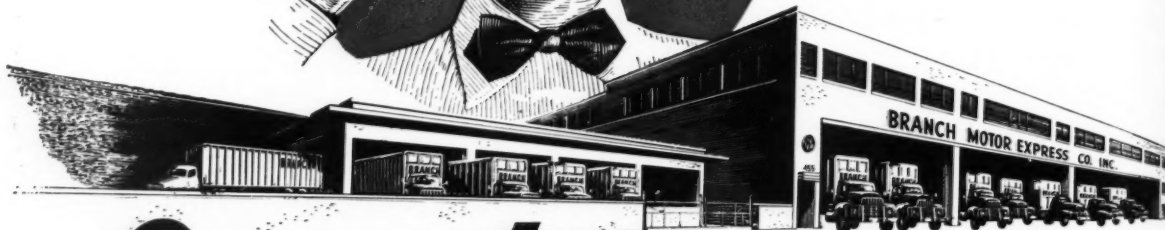
**BEYOND THIS DOOR** are the six close-knit Branch terminals—all keyed to the same high-gear service for every shipper.

**BEYOND THIS DOOR** is Branch's efficient network of men and machines—of management and control—of experience and facilities—of co-ordination and care—that assures you the highest standard of fast, safe shipping ever known to the motor carrier industry.

Do as the leaders do—  
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★ Our NEW 1951 ROUTING DIRECTORY Free For The Asking—Just Write To Our New York Office.

# Why Can't Warehouse Tariffs Be Simpler?

They can be . . . if the principles that went into the framing of this new Canadian warehouse tariff are observed. An author of the new tariff tells us the story

By Bryon Lund  
Secretary, Johnston National Terminals

IS it necessary that public merchandise warehouse operators set up rate tariffs or schedules which are voluminous, complicated, and difficult to read? The answer, judging by the successful use of a tariff-making principle adopted by the members of the British Columbia Warehousemen's Association, Vancouver, Canada, is emphatically *No!*

The association has recently pub-

lished a *Merchandise Warehouse Guide* in which is clearly outlined the "modern" approach to simplifying of storage and handling rate tariffs. The publication has aroused wide interest among public storage operators, and copies are being sought by warehousemen throughout the U. S. and Canada, and as far away as England, Mexico, and South America.

In its preface, the *Guide* states

the case for simplified rate tariffs:

"In the setting up of suggested rate structures in other warehousing guides it has been the custom to provide for modifications of the basic rate to allow additional revenue to compensate a warehouseman for "extra hazards" in the storing and handling of merchandise. Many of these so-called hazards cannot be determined until the merchan-

(Continued on page 47)

## B. C. Merchandise Warehouse Guides Storage and Handling Rate Table

WEIGHT BASIS  
(30 lbs. per cu. ft., or greater)

MEASUREMENT BASIS  
(Less than 30 lbs. per cu. ft.)

All rates shown are per package or stored unit

Package Weight, lbs.	Storage, ¢	Handling, ¢	Cubic inches	Package Size, cu. ft.	Storage, ¢	Handling, Weight per cu. ft.		
						Under 10 lbs.	10 to 20 lbs.	20 to 30 lbs.
Up to 20 (Min)	1	2	1152	Up to 2 2/3 (Min)	1	1	1 1/2	2
30	1 1/2	3	1728	1	1 1/2	1 1/2	2 1/4	3
40	2	4	2304	1 1/3	2	2	3	4
50	2 1/2	5	2880	1 2/3	2 1/2	2 1/2	3 3/4	5
60	3	6	3456	2	3	3	4 1/2	6
70	3 1/2	7	4032	2 1/3	3 1/2	3 1/2	5 1/4	7
80	4	8	4608	2 2/3	4	4	6	8
90	4 1/2	9	5184	3	4 1/2	4 1/2	6 3/4	9
100	5	10	5760	3 1/3	5	5	7 1/2	10
For each additional 10 lbs. or part, add to above:	1/2	1		For each additional 1/3 cu. ft. or part, add:	1/2	1/2	3/4	1
Minimum storage/handling charge, per month—each account						\$5.00		
Minimum handling charge—inbound						.50		

# Here's A Case Study in Cooperation

By John H. Frederick  
Transportation Consultant

In these critical times the transportation industry must get together. . . . By degrees, the Transportation Association of America is working to this end

THE need for all forms of transportation to work together has never been more marked than now when this important segment in our national economy and defense effort finds itself bidding for its share of the scarce metals and other materials needed to maintain its services. Bidding, not as an entity, but as

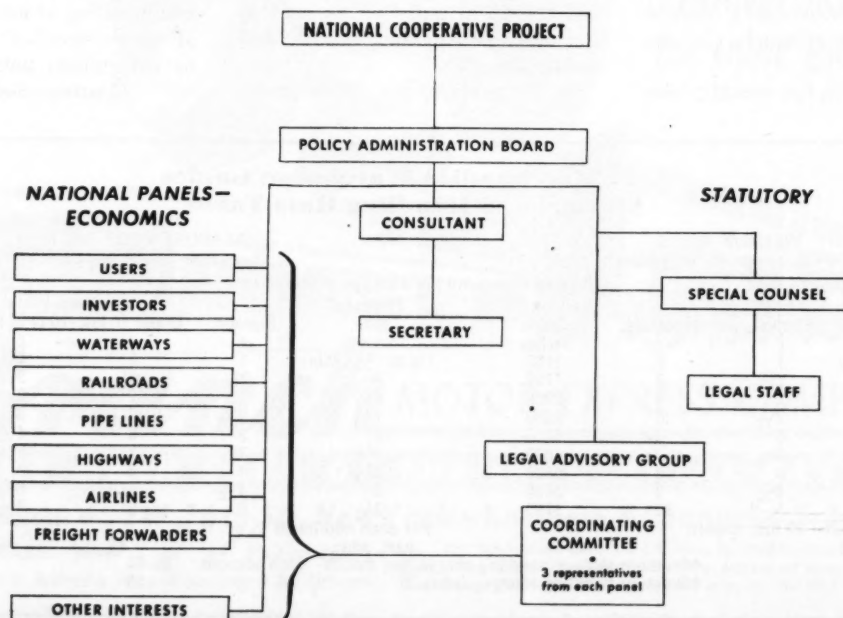
separate industries—rail, water, motor, pipe line, and air. The questions have been asked: "Why can't transportation speak as a whole?" and "Does transportation ever get together?"

The answer to the first question is that in the government today there is no place where all the agencies of transportation can get

together and "speak as a whole." To the second question, the answer is that the agencies of transportation have for some time been together in one organization trying to improve our national transportation policy. It is unfortunate that the working arrangements on policy have not been

(Continued on page 44)

## TRANSPORTATION ASSOCIATION OF AMERICA





# Shipping It When It's Oversize

(Continued from page 22)

Assume the shipment is a 128,500-kva hydrogen-cooled turbo-generator scheduled for delivery to Port Reading, New Jersey. The drawing shows the greatest height as 12 feet, 3 inches, the greatest width as 12 feet, one inch, and the net weight as 348,000 lbs. Referring to the special car specifications, it is obvious that the F-34 car, which has a capacity of 375,000 lbs. is the only one that can handle this shipment.

Now, once this generator is loaded on a class F-34 car, can it be cleared with respect to dimension and weight? The height of the car, which is four feet, one inch from top of rail, is added to the generator height. This gives an overall height of 16 feet, four inches from top of rail. The width at this height is four feet.

If the width were the same from the top of the load to the car floor, it would only be necessary to show the width at the maximum height and again at the car floor. However, this generator has various widths at various heights. All these dimensions are important and must be considered when determining clearance. For instance, obstructions along a railroad which would allow a clearance of a 12-foot width at a height of 10 feet may not permit clearance of this width at a height of either five feet or 15 feet above the rail. In this case, the dimensions of the generator loaded upon the car are:

HEIGHT	WIDTH
16 ft 4 in	4 ft 0 in
15 " 5 "	7 " 1 "
14 " 0 "	9 " 0 "
10 " 6 "	12 " 3 "
7 " 2 "	12 " 3 "
7 " 2 "	11 " 10 "
6 " 2 "	10 " 10 "
5 " 2 "	10 " 0 "
4 " 1 "	9 " 3 "
Gross Weight	457,400 lb
Car Weight	101,500 lb
Net Weight	355,900 lb

Another important factor is the center of gravity of the generator when loaded, as this governs the speed at which a shipment can safely travel. The center of gravity as shown on the generator drawing is 64 inches and the center of gravity of the car (this information is fur-

nished by the railroad) is 34 inches. To arrive at the center of gravity of the load, calculations are made using the following formula:

Generator weight is multiplied by the combined car height from rail and the center of gravity of the generator. The center of gravity of the car is multiplied by the car weight and the total of these two is divided by the total weight of the generator and car. Car height from rail is 49 inches.

$$\begin{aligned} 355,900 \text{ lbs.} \times 113 &= 40,216,700 \text{ lbs.} \\ 101,500 \text{ lbs.} \times 34 &= 3,451,000 \text{ lbs.} \\ \hline 457,400 \text{ lbs} &43,667,700 \text{ lbs.} \\ 43,667,700 \div 457,400 &= 95 \text{ in. center of gravity.} \end{aligned}$$

Restrictions of train speed vary with the different railroads, however, and those set by the Pennsylvania Railroad are:

85- to 90-in. center of gravity	— 25 mph
91- to 95-in. center of gravity	— 20 "
96- to 100-in. center of gravity	— 15 "
over 100-in. center of gravity	— 10 "

Class	Type	Capacity	Height	Length
F 25	Well	140,000 lbs.	1 ft. 7 in.	25 ft. 2 in. well
F 33	Well	250,000 lbs.	1 ft. 8 in.	25 ft. 2 in. well
F 30a	Flat	140,000 lbs.	3 ft. 5 in.	48 ft. 4 in.
F 29	Depressed	210,000 lbs.	2 ft. 5 in.	20 ft. 0 in. depressed
F 35	Depressed	250,000 lbs.	2 ft. 6 in.	22 ft. 0 in. depressed
F 36	Heavy Duty	250,000 lbs.	3 ft. 9 in.	49 ft. 3 in.
F 34	Heavy Duty	375,000 lbs.	4 ft. 1 in.	44 ft. 0 in.

After this calculation, all necessary preparations have been made prior to attempting the actual clearance over the railroads that will handle this car. Pennsylvania Railroad *Routing Guide No. 1* publishes a route via which the through rates apply. From East Pittsburgh to Port Reading, the published route is Pennsylvania Railroad to Harrisburg, Pa., and then the Reading Railroad.

The next step is to refer to *Railway Line Clearances*, a guide that shows the maximum height at the equivalent width that a shipment can be cleared over any main line or any branch line in United States, Canada, Mexico and Cuba. If shipping dimensions exceed those published, the problem must be taken up with each railroad individually.

The published clearances in this

case are exceeded, so each railroad concerned is given all the facts. The Reading Railroad replies that they are unable to handle from Harrisburg, but can handle from the C.R.R. of N. J. at Port Reading Crossing, New Jersey. The C.R.R. of N. J. replies that they can handle from Oak Island Junction to the Reading. It is then necessary for the Pennsylvania Railroad to clear this shipment to Oak Island Junction. This can be accomplished as shown below in the detailed instructions which will be given the train crews handling this shipment.

Route No. 2 track through Radebaugh Tunnel; No. 1 track through Johnstown; No. 3 track through Gallitzin Tunnel; freight tracks through Altoona, avoiding Track A under 7th Street bridge; via Tyrone, Lockhaven, run west bound track on Linden line; via Sunbury, Rockville, avoid tunnels to Enola; run No. 3 or No. 4 track to Columbia; move from Rockville via freight tracks through Harrisburg to Columbia; freight tracks through Lancaster, Parkersburg, thence Philadelphia and Thorndale

branch; West Morrisville run No. 2 track, Morris tower to Fair tower; Waverly, Oak Island Junction; C. of N. J. Port Reading Crossing, Reading Company. Main or secondary tracks must be clear of moving equipment and car must be handled with extreme care. Car must be preceded and followed by three light loaded or empty cars. It must be handled in daylight only, maximum speed not to exceed 20 miles per hour.

When a shipment, as in this instance, cannot be cleared via a published route, the freight charges are assessed on the basis of combination rates, which are considerably higher than through rates. The Interstate Commerce Commission, in similar cases, prescribes rates based on the mileage via the route of movement under the ap-

## Too Old To Roll

Over-age freight cars often mean additional trouble, expense, and delay for the shipper

**O**VER-AGE freight cars are a problem to traffic managers and shippers throughout the country. Out on the West Coast, a recent check revealed that difficulties from over-age cars arise in three phases of traffic: loading, transit, and unloading.

Old cars frequently have weak floors which cannot support heavy loads, particularly when heavy loading equipment, such as fork trucks, is used. There are instances of entire loads dropping right through the floor. Goods in powdered form present special problems when old cars are used. Seepage must be prevented, often through the use of lining material, time-consuming and costly. Old cars frequently are bowed at the ends, and special methods must be used to square up the car for loading, which means that less space can be utilized. And often a company finds it necessary to use two old cars where one good one would do. This means added blocking and bracing. All of these problems add up to increased expense for the shipper, and delay, which can be costly.

Old cars are more likely to develop mechanical troubles, such as wheel defects, bad brakes, and defective couplings, while in transit. If the car is not in running condition, it must be removed from the train and repaired, often with considerable delay. One company was forced to stop its production lines while waiting for a shipment delayed on a car being repaired.

Unloading difficulties may develop from blocking and dunnage which has torn loose from

the car. This happens more often in old cars since their floors and sides cannot hold nails and bolts so readily. Goods may be damaged or in such a tangle that unloading is more difficult. Nails from blocking which has torn loose are a hazard to goods in bags. A feed company whose shipments were being damaged in this way solved the problem by lining the car with empty cardboard boxes.

The railroads, of course, take care of damaged cars, but the shipper, in returning them for repair, must be prepared to accept delay. The traffic manager of one company said that rather than wait for damaged cars to be repaired, his firm preferred to make the repairs at its own expense.

A bright spot in this situation is provided by comments on refrigerator cars. Reports indicate that these cars are seldom in as battered a condition as box cars. They sometimes leak but this generally is due to lack of icing in transit.

The railroads are cooperative in this matter, but as one traffic manager put it, cars are needed, not cooperation. The railroads report that there is a car shortage which will probably get worse before it gets better. This shortage is caused in part by increased movement of military materiel, and a rush by consumers and industry to buy or stock up against the uncertainty of the future. The railroads use surplus refrigerator and stock cars when practical, and attempt to distribute cars fairly around the country, but spokesmen emphasized that the situation calls for cooperation from all sides. M. E. KNIGHT

plicable rate scale. The Pennsylvania Railroad is requested to join the other interested railroads in docketing an emergency application in publishing a through rate, based on the manner prescribed by the Commission.

There are many cities to which a generator of this size can't be shipped. When this situation occurs, the railroads are asked to furnish the information as to the maximum size and weight they can handle. If a shipment is rejected because of weight, the rotor and, in some cases, the stator and coolers are removed before the weight can be reduced sufficiently.

If the generator is rejected because of size, the problem of shipping is in the hands of the design engineers. In most cases, the generator is manufactured in such a manner that it can be dismantled for shipping and reassembled at destination. This is a very costly operation and is done only as a last resort. The same procedure is also followed if the customer, because of track or clearance restrictions on his siding, cannot handle the generator in one piece.

There have been instances when a class F 34 car could not negotiate certain track curvatures. Frequently, a railroad may not be able to handle the equipment because of bridges on its line that can't accommodate such a large concentrated weight. In other instances, the customer is unable to move it from the car to its location within their plant because the installation site is located at too great a distance from the nearest railroad siding, or the final lap must be negotiated by truck.

Another interesting feature that merits mentioning, is the method employed by the consignee when unloading such a massive piece of equipment. Whenever adequate cranes are not available, the generator is welded to a steel skid before it is loaded on a car. This enables the consignee through the use of experienced riggers to slide the generator an inch or so at a time from the car to its location within the plant. Written description cannot, of course, realistically portray such a huge undertaking.

## Endless Chain

(Continued from page 20)

number to him, which he chalks on a small blackboard at the front of the cart.

The workman pushes the cart 10 feet—only 10 feet—to a steel-protected opening in the terminal floor and slips a movable bolt into the chain running underneath. The workman now can forget about the washing machine. He is ready to load up another cart.

The washing machine, riding slowly around the 1,100-foot loop on the depot floor, reaches the proper out-bound truck. Another workman pulls up the bolt and pushes the cart 10 feet into the waiting van.

If the truck has not arrived, or if loading is delayed temporarily, the cart can continue its ride until the unloader is ready.

Because Central offers overnight service to 450 Texas towns between Wichita Falls and Houston with its fleet of 500 trucks, many of the company's green-painted vehicles must carry freight to three, four, and five smaller communities in one trip. Therefore, some freight cannot be loaded directly; it must be segregated by destinations.

Central engineers did not want this freight (which must remain on the dock until it is sorted) to cross the loop line when it is ready for loading. As a result, at one end of the depot the chain runs close together. One side is a good distance from the terminal edge. In this space, the freight can be sorted and loaded without crossing the track or dodging moving carts.

### It's a Money-Saver

On paper, the endless chain looked like a money-maker. First month operations proved it, T. H. Callan, vice president and general manager of Central's Dallas unit, told DISTRIBUTION AGE.

He said the chain sliced labor costs 15 per cent. Although the company handled 20 per cent more freight during the first month than at its former Dallas plant, shift time was cut from 11 hours to nine. Without the chain, Central would need 60 men on the day shift; with the chain, 42 workers



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AUTHORIZED CLARK INDUSTRIAL TRUCK PARTS AND SERVICE STATIONS IN STRATEGIC LOCATIONS



do the job. On the night turn, 28 men are on the payroll; forty would be needed with the conventional fork truck operation.

Fuel costs are also down, Mr. Callan noted. The company has only to pay for the power to turn the chain and the fuel requirements of two fork trucks still retained for lifting purposes. A fleet of fork trucks constantly in operation would eat up many more dollars.

The chain and the mechanism that turns it cost \$19,000. Installation expenses probably added \$5,000 to the depot's cost. The 600 carts made in the company's own Waco workshop boosted the entire, complete cost to some \$50,000, little over half the estimated cost of an alternative handling system.

Central decided to make 600 carts so that freight would never have to be lifted off one of the little vehicles during rush periods. That wastes time and labor. The chain can pull 125 carts at a time, spaced at nine-foot intervals. Because of the easy unloading procedure, it is rare that the chain is pulling more than half its capacity of loaded carts.

Company engineers have devised trailers that can be attached to the rear of the carts to haul long objects. Other carts that look like

two-wheel hand trucks also are being used for exceptionally heavy packages. Still in the experimental stage is a cart designed to hold barrels and drums.

The endless belt was designed and manufactured by the Jervis B. Webb Company of Detroit. It is made of steel links six inches long and about 3/4-inch thick that are connected by pins. The chain moves in a groove two inches below the floor surface at a slow walking pace of 157 feet a minute.

Every nine feet there is a catch in which moveable bolts at the front of the carts can be inserted. These catches are designed so the carts will not roll forward if the chain is stopped.

The 15-horsepower motor spins a large geared wheel at the narrow loop of the chain. The gears fit in the links of the chain and provide the pull to move the 1,100-foot belt. If slack develops in the chain, a link or two can be taken up.

#### About the Terminal

The Dallas terminal is located on a 10-acre site on the city's Inwood Road, a major artery siphoning off traffic from the growing industrial district along Harry Hines Boulevard.

Scheduled for completion in September are a 15,000-square-foot

office building and a maintenance shop with 14,000 square feet of space.

In what they consider a major innovation, Central officials built the office and maintenance buildings separate from the terminal. Thus, trucks can park around the entire perimeter of the depot. An underground passageway and a pneumatic tube system connect the terminal with the office building.

The terminal went into operation June 10. The long, sprawling dock can accommodate 121 trucks at a time. On the east side of the dock, for 351 feet, the dock is 70 feet wide. The dock widens to 120 feet the remaining 193 feet. The overall shape of the dock is comparable to a blunt L. All unloading is done at the narrow end. Trucks bound for a single destination also load up at this end. The wider section is devoted to the loading of trucks for several points.

Because 60 per cent of its freight is processed after dark, Central also cocked its attention on lighting. Above the depot is a battery of fluorescent lights that make the big building one-third brighter than an average office. The company also installed strong lights over truck parking areas beside the dock to shine through skylights in the vans.

## Endless Chain Handling

*(Continued from page 21)*

loaded, load them, chalk destination-stations on a panel on the front fence of each truck, and hook the loaded trucks back on the continuously moving chain-tow.

At the destination, the handler merely unhooks every loaded truck marked for his station and, after he has emptied it, hooks it back on the chain for some other handler at some other station to pick off and use.

The chain-tow moves at about 123 feet per minute so that a complete circuit of the freighthouse takes 18 minutes. Two synchronized 20 hp motor-pulls (near diagonally opposite corners of the rectangular route) power the system. Switches every 200 feet along the circuit permit any designated

worker to stop the chain at any time for a moment or two to permit lift trucks to cross the line, and badly stacked loads to be adjusted.

Let it be said, however, that the system is so beautifully planned that the chain-tow almost never stops. Less than a minute per hour is a liberal allowance for chain stoppage.

More than 95 per cent of the business handled at freighthouse No. 10 moves along the chain-tow, although fork trucks and tractors (which can pull trains of the platform trucks) are provided for the handling of heavy and outsize pieces.

Not the least interesting part of the chain-tow system is the swing bridge connecting the north end of

the island platform to the north end of the outbound freighthouse over the rails of stub tracks numbers 1, 2 and 3. This swing bridge carries one end of the chain-circuit and can be opened to allow the pulling of loads and the setting of empty cars. To open the bridge it is only necessary to stop the chain at a point between the motor and the curved section of track where it enters the outbound house, loosen a link (after the slack is pulled up) and clamp the loose ends to the beam.

The clamps are not removed until the chain is coupled up again. A curved section of the I-beam carrying the rollers which support the chain telescopes for the operation at the hinged end of the bridge.

#### Flow System

Freighthouse No. 10 services city trucks, suburban trucks, and over-

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the-road trucks, as well as the usual railroad rolling stock. Accordingly, different sections of the tailboard docks are assigned to each of the three classes of highway carriers.

Stub tracks numbers 1 and 2, and part of 3, carry the empty cars which are made up for outbound loading at night. Inbound cars and set-backs are spotted on stubs numbers 4, 5, and 6 to minimize operation of the swing bridge during the day. Each track has a capacity of 20 cars of the several standard 40-foot types (or 16 cars of the 50-foot type).

Because of this traffic plan, the chain moves away from the swing bridge through the outbound freighthouse, and onto the bridge from the island platform between the outbound and inbound Houses. Thus, the towed flat trucks are largely empty as they pass the main system-control office, and it is easier for the general foreman and his lieutenants to observe and improve the efficiency of the operation.

Although the capacity of the chain is 175 trucks (rarely over 125 being attached at once) 700 of the 4-wheel flat trucks designed for this chain are kept in the freight-house. This permits plenty of extras at the active loading and unloading points.

#### Easy to Maintain

The advantages of the Overhead Lamson Chain-Tow over the other systems are obvious as regards both cost and the avoidance of traffic confusion. But maintenance is a strong third point.

Little or none is involved at the Burlington Freighthouse. An automatic oiler adjacent to each drive keeps the chain in condition. Periodic greasing of the drive machinery is a simple chore. The CB&Q has found that a little SAE 20 oil on the I-beam itself quieted the system after it was first operated last August, but has not been required since.

Six 4-inch links have been removed to tighten the chain during its nine months of operation to date. But how much of this shortening was accounted for by normal thermal expansion during warm weather and how much from the simple wearing-in of such a

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## Are They Trailing Behind?

A trucker tells manufacturers what might be done to improve the design of trailer units

Is today's trailer equipped to do its job as well as it might? This question was aired in Chicago recently when members of the Truck-Trailer Manufacturers Association heard Mr. Barney Cushman, president of the Cushman Motor Delivery Co. of Chicago, offer suggestions for improving the design of trailer units. Summarized, Mr. Cushman made the following points:

● **Weight:** With trailers becoming larger, the problem of building trailers to weight, to stay within legal load limits, will grow more and more pressing.

● **Trailer salesmen:** Salesmen should be trained to advise operators in the selection of the proper type of trailer, bearing in mind the kind of freight he handles, and the type of operation he is engaged in. They should also help the operator be sure that his trailers conform to the regulations of the states through which he travels.

● **Brakes:** Trailers today are built with different kinds of brakes, electric, vacuum, and air brakes. This makes it impossible to interchange trailers. Mr. Cushman urged manufacturers to give a great deal of attention to this problem to provide for greater interchangeability of trailer units.

● **Electrical couplers:** These should be made so that they can be interchanged. Mr. Cushman referred to a standardized trailer jumper cable now available, and urged that it be adopted by all manufacturers.

● **Light wiring:** Mr. Cushman pointed out that light wiring often is placed so that it is difficult to repair and interferes with truck operations. He urged makers to consider a method to eliminate this trouble.

● **Panels:** Mr. Cushman urged painting the bodies at the time of building with rust-preventive paint, and spraying asphaltic material on the inside of panels to help prevent rusting and corroding of panels underneath the moldings.

● **Bulkheads:** These should be installed on all trailers as a safety measure. Mr. Cushman pointed out that when operators buy trailers without these bulkheads, they usually have to install them, which means more weight added to the original specifications, robbing the trailer of its original payload capacity.

● **Floors:** Floors are a source of much trouble, according to Mr. Cushman, for shippers with heavy loads, and those who use heavy loading equipment. He advised the use of a light-weight, non-skid metal nailable floor, properly reinforced, to solve this problem.

● **Clearance lamps:** These should be made stronger and with fewer parts. Manufacturers should select accessories with ease of maintenance to operators in mind.

● **Rear-door locks:** These should afford better protection, perhaps with chains across the rear doors in addition to regular door locks.

● **Automatic slack adjusters:** Such adjusters have proven very successful. They eliminate drivers' tampering with brakes, give longer brake lining life, and result in fewer broken brake drums.

● **Lubricating wheel bearings:** The old "horse and buggy" system of lubricating should be given attention. There seems to be promise for a method which uses a bearing seal and a bearing running in oil rather than grease.

husky and long endless chain is not known. Only two links have been replaced. It would seem therefore that one-third of the adjustment can be expected to be a seasonal item of maintenance.

As for the flat trucks themselves, it has been shown important to grease their rubber-tired wheels with winter-type lubricants so that they will pivot and roll easily even in the coldest weather. Another detail has been to shorten the handle on the platform truck hooks so that it can't stub on the topmost items of an overloaded platform and cause disengagement from the chain hook.

The mechanical system is so simple that there is little to go wrong, and no part requires more than ordinary mechanical skills to maintain. No significant stock of parts need be carried.

Other aspects of freighthouse No. 10 are interesting. They include: hydraulically raising and lowering bridges between the outbound house and the island platform, and between the inbound house and the island; a pneumatic tube message system for waybills and freight bills; corrugated aluminum siding on the inbound house uniquely attached to the steel frame; and well-planned intercom and telephonic communication to save steps. But the heart of the operation is the chain-tow.

## Rail-Truck Coordination

(Continued from page 24)

Such full use of labor has long been urged as one of the basic necessities to reduce railroad costs.

Box cars now used to handle LCL freight to and from small stations would be freed for other use. This would help relieve the critical box car shortage at a time when it is important to make every car count. The small *per diem* charge saved would appear immediately as a gain for the railroad, and some of these cars might be collecting \$20.00 a day demurrage from shippers during the period they now set at freight houses.

Though some railroads are making a determined fight to regain the LCL business they let dwindle away over the years, railroads insist they



lose money on LCL freight. Much of this loss is found in the pickup and delivery costs of the shipments. Giving this small station business to small truck lines would reduce, almost eliminate, this expense. The railroads would pay motor carriers a division of revenue similar to their present interline settlement with other railroads. The truck lines, which can do it more easily, would absorb pickup and delivery costs.

#### Long-haul Freight Increase

In this coordinated arrangement, the railroads would be doing business only with the short-haul carriers, those whose routes parallel the rails between key points, usually for distances of less than 200 miles. Today these short-haul motor lines act as feeders for long-haul truck lines. But with the short-haul carrier working as a connecting line of the railroad, the railroad would get much of the business now given to long-haul lines as connecting-line freight. Since it is the long-haul business the railroads say they want, this increase would be welcome.

Many shippers turned reluctantly from rail service to trucks because of the poor service provided to and from smaller stations. According to recent publicity releases, some railroads are giving second-morning service between Chicago and New York. Adding two days for truck pickup, movement to destination, and delivery, no point on the lines would be more than four days away from any other. If rails could provide consistent fourth-day service, many shippers would immediately return to rail freight.

With this plan in effect, railroads could return to an aggressive attitude in fighting for business, with service to back them up. A single representative of the railroad could contact customers in several towns where stations had been closed, showing the shipper attention and building good will. Railroad employees, long discouraged by the fact that the roads didn't want LCL business, would have a change of attitude.

#### Benefits to Truck Lines

Truck lines also would derive benefits from this kind of coordina-




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tion. The charge is often heard that the motor carrier "hand picks" his freight, often refusing, or finding ways to avoid taking, long hauls of light, bulky articles. Short-haul carriers will usually accept such shipments, but when they tender it to a long-haul connection, they often find it difficult to obtain service. Working with railroads, the short-haul carrier would know that such service could be guaranteed. He could then accept these shipments without reluctance, and since the shipper of light, bulky goods usually ships and receives more desirable tonnage, the trucker would get that business also.

Congestion at the docks of shippers would be relieved by the reduction in the number of pickup and delivery vehicles. Elimination of delay would mean savings for the trucker. Further, short-haul carriers would gain some local business when they picked up for their rail connections.

Many of these short-haul carriers now operate at less than capacity. The additional freight received as connecting-line freight from the railroads could be handled without additional equipment or labor costs, or with the increased costs far less than the increased revenue. The profit from this added business could mean financial stability for some of these short-haul motor lines.

### Save Traffic Manager Worry

The customer has been the forgotten man in transportation for a long time. The traffic manager of a firm with large volume to ship is given every attention. But the hard-working traffic manager of the average firm, who wants only service for his company with the least possible delay or damage, runs into plenty of trouble. Thirty to sixty days enroute for LCL shipment is not unusual. Truck shipment involves long waits for pickups, and congestion at the receiving room. Any traffic manager can give you a long list of such problems. But with an aggressive railroad seeking business and offering prompt service, truckers would snap out of their lethargy to keep alive in a competitive field. That would be all a traffic manager could ask, to be able to choose between two good routes instead of checking for the least of two evils. With reliable service available from several sources, his worry, if not his work, would be cut in half.

Reduction of rail costs through the savings described previously would eventually be reflected in reduced rates, or in any event, in the halting of the seemingly endless spiral of increases. Truckers, too, would find economy measures necessary to stop their own rate rise spiral. When that happened, the

shippers should certainly feel that happy days are here again.

The most serious objection raised by railroad representatives to this type of coordination is that they do not trust the truck lines. For the most part, their experiences have not been good, but some of these experiences happened quite a few years ago, before motor carriers achieved any semblance of respectability, and others resulted from the antagonistic attitude on both sides.

The three factors on which the rails would require assurance are: service, claims settlement, and prompt interline settlement. The points are well taken, but could readily be offset. Satisfactory bonds could be furnished by the truck lines, with penalties for non-performance heavy enough to guarantee results.

### Truckers Have Doubts

Motor carriers raise similar doubts about the rails in regard to service. By joining a railroad in connecting-line service, the short-haul carrier would sacrifice the good will of the long-haul lines. He would be seriously hurt if the railroads did not continue to provide prompt service once it was established. Rail employees might feel that failure of the coordination plan would re-open closed freight offices and re-establish lost jobs. With so much to gain by failure of the plan, could they be trusted to work for its success? If you were an executive of a short-haul motor line, would you agree to accept that risk?

In ordinary times, the answer would be "NO!" But how long ago were times ordinary? Will they ever be ordinary again?

It would probably take a government order to establish the plan. This would hurt its chances for success because it would prevent the generation of the enthusiasm needed on both sides to make it work well. Still, even a government order, coupled with a long period of national emergency, could bring about the realization that coordination is best for all concerned. The immediate benefits justify establishment of compulsory coordination. The long-range benefits would have to be proved by performance, plus determination on the part of responsible rail and truck management to make coordination work.

### It's Grown a Lot in Sixty Years



Back in 1891 Andrew Mollerup arrived in Salt Lake City from Denver, accompanied by two canvas-side, horse-drawn moving vans, to found the Mollerup Moving and Storage Co. Today the company, still family owned and managed, operates 30 modern moving vans

and, through its affiliates, provides service in 48 states. The loading dock shown here, one of two, is part of the \$100,000 construction project just completed at the Salt Lake City plant. It permits the loading and unloading of 12 vans at once.

By KARL RANNELLS



# Distribution at the Capital

## Hard Times Loom for Hard Goods

Shifting of the distribution pattern continues, with emphasis on increasing military production and deliveries.

Control officials have become increasingly *less predictive* that there will be no civilian shortages. On the contrary, Mobilization Director Wilson says bluntly that the "pinch" is here—and will not get better soon.

Allotments of controlled materials for the first quarter 1951 production start off next year with a cutback of 40 per cent in civilian hard goods. This was accomplished by cutting steel supplies to 58 per cent of the 1950 base period, copper to 54 per cent, and aluminum to 46 per cent.

Effect of these cutbacks will begin to show up at the wholesale and retail levels soon after the beginning of 1952, and will be pronounced by the second quarter. Officials now admit that there is little prospect for increased consumer durables production for months to come, at least not until *after* mid-1952.

In the end, Congress will make available for military spending some \$60,000,000,000 for the current fiscal year. This means defense buying at the rate of \$5,000,000,000 monthly. It also means defense freight moving at World War II levels by 1953.

## And the Transportation Equipment Outlook Darkens

Control officials are hesitant to comment on the first-half outlook for

manufacturers of transportation equipment. But chances are that the cutbacks in material allotments for the fourth quarter will have to be extended over into at least first quarter 1952.

It is definite that production of freight cars will fall short of the 10,000-a-month goal over the foreseeable future. *Materials just won't be available before next July—if then.* August production showed a slight recovery, rising to nearly 7,200 from the July low of about 5,300. Nearly 2,000 new orders were placed during that month, leaving an order backlog of 139,000 units.

Increased costs across the board for transportation, materials handling, and other operating equipment are faced by the distribution industries. In the opinion of

key Congressmen, price controls from here on will tend to become softer—even if the legislators refuse to change the control law as requested by the White House.

Meanwhile, legal lights at the Office of Price Stabilization have been hastily redrafting the agency's general pricing and other regulations to conform to the new act. Major change affecting cost of equipment was that permitting manufacturers to increase prices to the extent needed to cancel out rise in materials and labor costs over past year. Truck prices have already increased, prices of other equipment will follow.

## Steel to be Short for Plants and Warehouses

Shortages of structural steel have become critical, providing a serious

setback to plans for expansion projects ranging from highway work to new factory construction. The needs are more than twice the supply and the building slowdown will continue well into next year. Applications for first-quarter construction of terminals and warehouses will not be taken by the Defense Transportation Administration after October 15. Cut-off dates after that are tentatively set at January 15 for second-quarter work, and April 15 for third-quarter.

Failure to get materials allotments for any quarter is not to be taken as an outright turn-down. Control officials say that new applications—for the following quarter—should be filed immediately. Even if granted, materials for warehouses and terminals will get only Class 4 rating, except in the western flood area. All applications will be closely screened as to their help to the defense program.

## First Effects of Class Rate Ruling Felt

Nation-wide uniform freight rates and classifications are moving closer to reality. Rail-

roads are working on a uniform classification of manufactured articles with the object of doing away with class rate differences for the same types of goods in different sections of the country. The new classifications must be filed with the Interstate Commerce Commission within the next couple of months.





## Distribution at the Capital . . . . Continued from previous page

The result forecast is that rail rates east of the Mississippi and north of the Ohio and Potomac rivers will remain about the same. But reductions ranging up to 15 per cent are seen for the other sections of the nations. The extent to which motor carriers will be affected is not clear but will be explained shortly.

### Standards Agency Set Up by Munitions Board

The Munitions Board has merged three agencies in an effort to further streamline its administration. The move places the former standards, inspection, and packaging agencies within a single set-up to be known as the "Standards Agency." The rechartered agency, in turn, will be under control of the Supply Management Agency, together with the Cataloging Agency.

Packaging and inspection will *not* play second fiddle to standardization, however, but will have equal status. Officials believe that under the new arrangement it will be easier and faster to work out the military standardization program for procurement, handling, storage, and ultimate distribution.

### Handle With Care . . .

The Air Force is trying out a gadget which is intended to detect mishandling of "handle with care" cargo. For working purposes, it not only records how hard a package is bumped but also the time the rough handling occurred. It can be mounted

on trucks or freight cars or placed within a package itself.

### Bigger Take in Taxes

Both business and individuals are definitely earmarked for increased taxes although final action had not been taken by Congress in late September. Distribution industries will be hit from two major directions—increased business taxes as such and by increased excises on transportation equipment and the related gasoline consumption.

### Straws in the Washington Wind

More standardization orders are likely to be issued. Control officials see this as a ticklish move but materials shortages are forcing their hand. . . . No end is in sight for tight supplies of steel barrels and drums. Census figures show that order backlogs are twice as large as a year ago. . . . Metal shortages may also force more restrictions to be placed on uses of metal strapping. . . . Move is building up for another rail freight rate increase. Railroads are highly dissatisfied with recent boost. . . . Look for increase in number of mail contracts to trucking companies. Also, insiders say, length of truck mail routes are due to be increased. . . . Production of conveyor equipment likely to be hampered for several months. Special help from NPA is not seen before first of year and that agency has turned down requests for increased inventory ceilings which would have helped.

## . . . Distribution at large

### LCL Decision Unpopular

Shippers everywhere are protesting Interstate Commerce Commission's recent ruling permitting railroads in Official territory to charge for pick-up and delivery on LCL shipments (DA, July). If adopted, the ruling will apply only to shipments traveling 300 miles or less. Some of those protesting say the decision thus violates Section 5 of the Interstate Commerce Act since it allows carriers to charge more for short hauls than long hauls. For its own part, Office of Price Stabilization says the ruling is "an irresistible invitation to non-rail carriers throughout the U. S. to make upward revisions in their freight tariffs. . . ."

**Westerners Don't Like Uniformity:** With California Manufacturers Association leading the way,

western business is strongly protesting the ICC's attempts to impose uniform classification all over the country. CMA maintains that western industry was developed by commodity rates which permitted new-industry production to reach eastern markets. Uniform classification for rail freight, CMA says, will destroy this advantage, and subject western freight to higher rates (since class rates are based on distance). CMA is asking the ICC to suspend its decision in Dockets 30416 and 30660 as far as Mountain-Pacific territory is concerned.

**Fast Amortization** cannot be shown in common carrier financial statements filed with the ICC, says the Commission. Under fast amortization, a railroad, motor freight operator, or other common carrier can write off the cost of a new facility in five years

instead of the usual 25 or 30. Many common carriers fear the ICC ruling will subject them to higher taxes in states where such payments are based on earnings reported to the ICC.

### Big ATA Meeting Expected

Record attendance is expected at this month's annual convention of American Trucking Associations in Chicago. Advance registrations have already passed the 2,000 mark. Leading topic of discussion when this organization, representing all types of highway carriers, gets down to business October 22, will be the industry's role in the nation's defense.

### Packaging Institute to Meet

Packaging Institute has set up a heavy agenda for its "annual forum" later this month. Geared to the theme of packaging problems in a "guns-and-butter economy," the meeting will devote each of its three days to a specific aspect of overall industry problems. The first day, October 22, will be "Washington Day," during which addresses on military packaging and government controls will be heard. Then will follow "Technology Day (printing, good packaging, package evaluation) and "Production Day" (production seminar, petroleum seminar). Most important change from previous programs is setting aside two whole days for discussing printed package and production line problems.

**Western Show:** Clapp & Poliak, exposition management firm, announce that the fourth Western Packaging & Materials Handling Exposition will be held in Los Angeles in the fall of 1952. No specific dates or places have been named yet. The event was established in 1948, the third exposition being held last year (DA, October, 1950).

### Lehigh to Run Horseheads

Newark's Lehigh Warehouse & Transportation Co. will operate the vast Horseheads Holding Center at Elmira, N. Y. Consisting of eight one-story buildings (total capacity: 1,500,000 sq. ft.) and 550 acres of outside storage and expansion area, Horseheads was an Army holding and reconsignment area during World War II. In 1948 private owners took it over, and leased space to several firms for warehousing and industrial purposes. Conveniently located within reach of large Atlantic seaboard centers, it is served by four railroads and 30 highway common carriers. In view of stepped-up mobilization, the huge development is expected to play a big role in eastern U. S. distribution and industrial activity. It will be managed by Thomas R. Clarke; sales representative will be David Williams.

**New Refrigerated Plant:** U. S. Cold Storage Corp. is building a \$2,000,000 freezer plant in South Omaha, Neb. The plant will have a freezing capacity of 300,000 lbs. a day, and storage capacity of 25,000,000 lbs. The one-story structure will be 700 feet long, 220 feet wide, and is expected to be in operation by next July. Carl E. Olson, vice-president of United States Warehouse Co., Detroit division of U. S. Cold Storage, will be manager.

## MEN IN DISTRIBUTION

### Industrial Traffic Management

W. V. Burke has been named general traffic manager of the American Thread Co., succeeding William L. Fayle.

Robert M. Cowdin is the new traffic manager of the Burroughs Adding Machine Co.'s main plant in Detroit. After some 20 years' experience in traffic work, Mr. Cowdin joined the Burroughs Co. in 1946.

Arthur E. Gogol has been appointed traffic manager of the main plant of the Firth Sterling Steel & Carbide Corp. at McKeesport, Pa.

Johns-Manville Co., New York, has appointed Andrew J. Wallner and H. F. Washburn traffic manager and assistant traffic manager, respectively. Mr. Wallner, before going to Johns-Manville in 1937, was associated with the Clyde-Mallory Lines and the Borden Co. Mr. Washburn joined the company in 1938.

Luria Brothers & Co., Inc., announced the appointments of Charles R. Ritter and Edward J. Bolton as general traffic manager and traffic manager, respectively.

H. W. MacArthur has retired from his position as general traffic manager of the Air Reduction Co., Inc., and has been succeeded by J. W. Peterson. Mr. MacArthur became general traffic manager of Air Reduction Company and U. S. Industrial Chemicals, Inc., in 1939 when the traffic departments of the two companies were combined.

Robert H. Sayre, assistant to the general sales manager, Ansco division of General Aniline & Film Corp., Binghamton, N. Y., has been appointed traffic manager to succeed W. J. Mathews, resigned. Edward F. Brewer, member of the company's advertising department, has been named staff assistant to the general sales manager to replace Mr. Sayre.

### Materials Handling

Dr. Frank Asher will conduct a course in materials handling and warehousing at New York University, Sept. 25 through Jan. 29. Believed to be the first course of its kind to be offered in New York City, it will deal with all phases of the subject. Dr. Asher is a contributor to DISTRIBUTION AGE magazine.

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Orrin R. Broberg has been appointed to the post of mechanical development engineer for the Lamson Corp., Syracuse, N. Y. Mr. Broberg was transferred from Lamson's operations in California to his present position.

Moto-Truc Co. of Cleveland has designated Paul F. Schreck vice-president as part of its expansion program which includes enlarged production and plant facilities. Other appointments are: R. C. Heiser to be sales manager, and S. W. Williams to be in charge of purchasing.

William A. Spence is the new general manager of the Ohio Hoist and Manufacturing Co., Cleveland. For the past 17 years, Mr. Spence was with Manning, Maxwell and Moore, Inc., manufacturers of hoists and handling equipment.

### Packing and Packaging

R. Bruce Miller has succeeded James B. Young as chairman of the packaging committee of the Maritime Association of the Port of New York. Mr. Miller is assistant vice-president of the Insurance Co. of North America, Philadelphia.

### Transportation—Air

W. Gordon Wood has been made vice-president, traffic, of Trans-Canada Air Lines, succeeding Anson C. McKim who has resigned. Mr. Wood was former traffic manager of the company.

### Government

Harold R. Boyer has been made deputy administrator for aircraft production and chairman of the DTA aircraft production board. Mr. Boyer is on leave from the General Motors Corp., Detroit, where he served as director of production engineering.

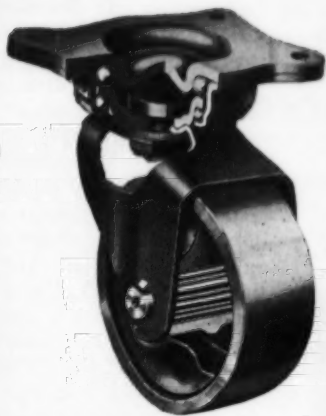
Edward D. Hicks has been appointed director of the street and highway division of the DTA to succeed Henry E. English who has resigned. Mr. Hicks is former deputy director of the division.

Charles A. Higgins, Jr., has been appointed a consultant on private carrier matters to the street and highway transport division of the DTA. Mr. Higgins is vice-president of the Robie-U-Dryvit Auto Rent Co., Inc., Newton, Mass.

### Highway

Harry R. Bersch, Sr., has been appointed vice-president of Lavery Transportation, Inc., Chicago. Mr. Bersch, who has been in the transportation field for 25 years, will have his offices in the Milwaukee branch of the company.





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J. Wallace Fager has been appointed general manager of United Van Lines, Inc., and will assume his new duties Nov. 10. With 35 years' experience with Miller North Broad Storage Co., Philadelphia, Mr. Fager has been a prominent figure in trucking affairs. He has been chairman of the Movers' Conference of America since 1946.

William L. Fayle has joined Best Motor Lines, Dallas, Texas, as general sales manager. Mr. Fayle was formerly general traffic manager of the American Thread Co.

John J. McCarthy, Jr., has been named terminal manager of the Baltimore terminal of Eastern Motor Express Co., Inc., Terre Haute, Ind. A World War II veteran, Mr. McCarthy was formerly with the traffic department of the General Cable Corp.

W. J. McCloskey has been appointed chief of the government traffic section of the American Trucking Association, Inc., Washington, D. C. He succeeds Ralph D. Yates who has resigned. Mr. McCloskey has been employed in the traffic department of ATA since 1937.

E. M. Newlin has been elected a

director of the White Motor Co. Mr. Newlin was a director and chairman of the executive committee of Sterling Motor Truck Co., Inc., recently acquired by the White Co.

Kenneth R. Peterson has been appointed administrative assistant to the president of the Fruehauf Trailer Co., Detroit. A World War II veteran, Mr. Peterson has been with the company since 1940, beginning his career in the sales department.

John D. Wimberly has been appointed vice-president of the Mason & Dixon Lines, Inc., Kingsport, Tenn. Since 1942 Mr. Wimberly has been president of the City Transportation Co. of Kingsport.

### —Rail

M. R. Bryan has been appointed general freight agent of the Union Pacific Railway, at Chicago, succeeding C. A. Pollock who is retiring.

J. A. Cooper has been promoted from assistant freight traffic manager to executive general agent of the Southern Railway System, with offices in Louisville. Mr. Cooper has been with the railway since 1912.

John M. Spann has been promoted to general freight traffic manager of the

Rock Island Lines. Rising through the ranks, Mr. Spann joined the road in 1925.

### Warehousing

D. H. Overmyer Warehouse Co., Toledo, Ohio, has announced the appointments of Curtis C. Lattimer, vice-president, and Dean Spalding, sales manager, as part of the company's current expansion program.

New York State Warehousemen's Assn. at its annual convention at Lake George last month, reelected most of its officers. James Vogel, Albany, president; Roswell B. Milligan, New York, general vice-president; Chas. Kuhns, Niagara Falls elected merchandise vice-president, succeeding J. C. Miller; George Winkler, Jr., Far Rockaway, household goods vice-president; E. J. Costitch, Rochester, secretary-treasurer. Directors, 1951-54, reelected were: H. C. Brengel, Hicksville; Martin Santini, New York; Louis C. Schramm, New York, was elected a director to succeed Fred Kohlenberger. 1949-52 directors reelected: John Glenn, Buffalo, F. J. Kindermann, New York; David Kirschenbaum, New Rochelle. 1950-53 directors reelected: Nelson Biden, Rochester; Louis Irmisch, Buffalo; and A. C. Rice, Elmira.

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## Let Left-Hand Know

(Continued from page 23)

palletization. In recognition of the fact that the square cross-section was at the root of the trouble, attention was first directed toward improving the shape of the shipping containers. A new box was adopted, in which three coils were compressed manually, tests having established that distortion from the circular shape produced no harmful effects on the wire. The new container, in which the three coils were packed on edge rather than flat, was of regular slotted construction and measured 20" long x 14" wide x 13" deep. The new containers were stacked six per layer, with the length of the boxes in one layer being perpendicular to the length in alternate layers. Again there were three layers per pallet, but the slightly reduced depth plus the better support supplied by the cross-piling permitted stacking the pallets four high instead of two.

The increased weight on the bottom boxes in each stack required the use of 275 lb. test corrugated fibreboard which was more expensive, but the old corrugated fibreboard interior detail used previously in the eye of the coils was eliminated.

The economies of the change were as follows. The old style containers cost approximately \$197.50 per M, plus the interior details at approximately \$17.00 per M, for a total of \$214.50 per M sets. The new style boxes cost approximately \$284.00 per M, representing a 32% greater expenditure for packing materials.

### Saving in Storage Space

The new method produced a considerable saving in storage space. With the initial containers, 162 coils of wire were stored in an area of 16 sq. ft., or 10 1/2 coils per sq. ft. With the change, 216 coils could be stored in 12 1/4 sq. ft., or 17 1/2 coils per sq. ft. The smaller area resulted from the lack of overhang on the pallets with the new containers.

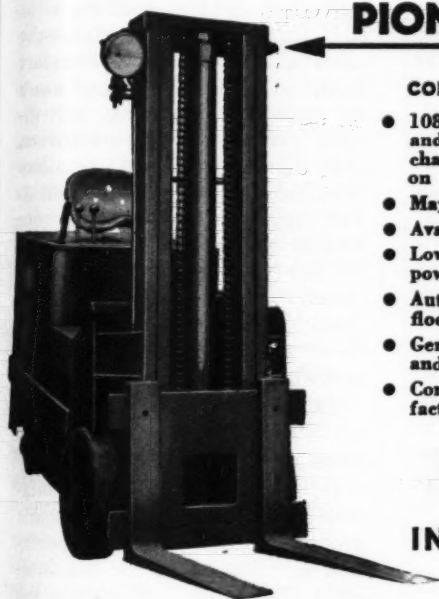
The calculations for storage economies were more difficult since numerous subsidiary factors were involved. For the purpose of this

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- May be furnished in rated capacity on 15", 20" or 24" load centers.
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- Low pressure hydraulic system with large pump capacity to furnish hydraulic power for front end devices.
- Automotive type steer with compensative trailer wheels. Rough and uneven floors may be negotiated with a minimum of disturbance to load and driver.
- Generously powered to negotiate ramps with full load and furnish rapid floor and lifting speeds. May also be furnished in 3000 or 4000 lb. capacities.
- Consult your classified telephone directory for local representation or write factory for pamphlet on Fork or Platform type truck.

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INDUSTRIAL ELECTRIC TRUCK CO., INC.  
P H E L P S, N. Y.

article, they can be simplified as follows. Storage space for the company concerned was valued at \$1.75 per sq. ft. on an annual basis, and stored stock was turned over approximately three times a year. With these figures as background, the average storage cost from a warehousing space standpoint at the point of manufacture was \$.057 per coil for the old pack, and \$.033 per coil for the new pack, resulting in a saving in space costs of \$.024 per coil.

The increased container cost per coil was \$.023 which seemed to dissipate the storage economies. However, storage economies—even though in somewhat reduced amounts—were also realized at the various warehousing and distribution centers around the country.

#### Three Important Gains

The change-over produced three other major benefits. Space was at a premium—as evidenced by the fact that production and storage were competing for the same areas—and the modification released

valuable floor space for other purposes. Secondly, toppled piles with the inevitable loss of labor and materials were practically eliminated; also, the obvious safety hazards inherent in the old method no longer existed. Finally, the change allowed more efficient utilization of the materials handling facilities and equipment.

An interesting footnote to this actual case history can be found in "Simplified Practice Recommendation R-146-41 for Corrugated and Solid Fibre Boxes for Canned Fruits and Vegetables" recently issued by the Bureau of Standards of the Department of Commerce. Among other things, this recommendation eliminates all square boxes to facilitate loading and handling on standard pallets.

Another specific example of the inter-relationship between materials handling and packaging stems from the experience of an organization which shipped its products in five-gallon square tins, packed in both solid wood and fibreboard boxes. Until recently, the degree of mechanization utilized for the

transfer of loaded containers from the packing line to the storage and shipping areas was relatively small.

Improvements were effected, including an elaborate system of ascending and descending conveyors and chutes. After these improvements were made, it was found that the number of tins damaged before shipment, to the point of leakage, had greatly increased. Analysis of the problem showed that increased shocks resulting from the materials handling lay-out, particularly at the chute section, were responsible for the damage.

Since the benefits from the increased mechanization were so extensive that no thought could be given to abandoning it, two lines of investigation were followed. One centered on improvements in the system itself, and the other on changes in the packaging.

In regard to packaging, it appeared that the tins could be changed more easily than the shipping containers. Reports from both lines of inquiry are currently being studied. Vibration and impact test data have been compiled to de-



termine the economics of packaging modifications which will be measured against the cost of necessary alterations to the handling system.

It does not always follow that improved or increased materials handling necessitates increases in the packaging costs; in many cases, such costs are reduced. The point is that packaging must be re-evaluated.

Analyses of this type must have the attention and cooperation of the departments and personnel concerned. Though this may sound obvious, it is worthy of emphasis. This classic case bears witness to improper coordination within a company. A packaging engineer devoted many months to standardizing shipping containers for his employer's products in order to arrive at the most economical shapes and construction. Then he found that many of the newly-developed containers would not pass over the conveyor system which had been installed during his period of research. In this case, the left hand did not even know that the right existed.

## Case Study in Cooperation

(Continued from page 28)

translated into working arrangements to secure transport's proper place in materials allocations.

The tent under which all forms of transportation have been working together for some time is the Transportation Association of America in its "National Cooperative Project" on transportation policy. Back in 1935, when our national transportation system under private ownership appeared to be faltering in its ability to serve the public interest, this association was organized to study the workings and weaknesses of our transport system, with the objective of improving it under private enterprise. This organization had then, and has now, no interest in one means of transportation as against another; rather its interest was, and is, for the betterment of the entire transportation system.

As time has gone on, approxi-

mately 75 per cent of the members of the association have become the people perhaps most vitally interested in the soundness of our transportation system—the users of all forms of transport facilities. And all types of users are members, including agricultural shippers, manufacturers, and wholesalers and retailers from all sections of the country. The remaining 25 per cent consists of those engaged in supplying the various means of transportation, those having a financial interest in transportation, and those interested in transportation problems.

The nature of the project which the TAA undertook some three years ago is two-fold:

1) To submit to representatives of as many of the economic groups interested in transportation as practicable, for consideration, discussion and opinion, the issues basic to our national transportation policy, and any revisions thereof;

2) Based on the opinions received from this survey, to formulate a possible program, or alternative programs, for revision of our national transportation policy in the light of profound changes in the economics of the transport industry in its relation to the country; and to press for necessary changes in our federal transportation regulations.

The approach to this undertaking was unique in two respects:

1) Even though the TAA's own membership was predominantly from among the users of transportation, it was nevertheless believed that a separate organization should be created and sponsored for this particular undertaking, composed chiefly of highly-qualified persons whether or not they were members of the association;

2) Rather than formulating an entire program which the TAA directors would then submit to the membership for comment or criticism, each issue of importance



**ONE MAN and a *Silent Hoist***  
electric-driven Car Puller can  
pull and spot cars . . . warp  
barges . . . drag pallet or skid  
loads, logs, quarry stone, heavy  
equipment . . . bend pipe . . .  
open hopper doors...etc. ... and  
**Cut Your Materials-Handling  
Costs!**

**SOME TYPICAL USERS:** Armstrong Cork Co.; Bethlehem Steel; Cross, Austin & Ireland; Great Northern Rwy.; Johns Manville; Hercules Powder; NYC RR; Nicholson File Co.; Rochester Gas & Elec.; Socony-Vacuum Oil, etc.

Write for Bulletin No. 64A

Mrs. of KRANE KAR Swing-Boom Mobile Cranes . . . Heavy-Duty Fork LIFTRUK . . . Cranes for Motor Trucks . . . Capstans, Gypsies, Single and Double Drum Winches.

**SILENT HOIST & CRANE CO. 857 63rd ST., BROOKLYN 20, N.Y.**

would be submitted, for separate and independent consideration, to the membership of the TAA's separate organization.

In this way, any recommended changes in our national transportation policy would be developed in the light of separate and independent issues.

The structure of the organization set up by the TAA to carry out this undertaking is shown in the chart with this article. The "policy administration board" assembles, prepares, and transmits issues concerning present and future transportation policy to the various panels for consideration and opinion. It analyzes the responses and endeavors, through joint discussion, to reconcile different views between the panels to the extent possible. Finally the results (including minority opinions) reach the association's directors.

While the function of the panels, as organized, is to consider and make recommendations on issues submitted to them, they are entirely free to make recommendations on other pertinent issues. Any individual panel member (or group of panel members) is also free to submit a minority report on any subject.

The "national user panel" consists of members constituting a broad representation of users of transportation throughout the country. The "investors' panel" presents opinions of investors in various types of transportation. The various "transportation panels," shown on the chart, present the views of the suppliers of the various forms of transportation on the various issues. The "legal advisory group" and counsel is composed of outstanding authorities who have voluntarily undertaken to advise with respect to legal aspects of the project.

The "coordinating committee," working with the various panels, harmonizes conflicting views with considerable success in bringing traditionally opposed transport views into accord. Finally, the issues and supporting data used in the solution are submitted to the association's more than 20 "re-

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Due to the increase in the cost of materials and due to the fact that this advertisement is made up weeks in advance, prices may be changed by the time this advertisement appears.

- Lockstitched (not chainstitched)
- Heavy Covering
- Two Colors (one on each side)
- Nylon Binding
- All Corners Bar-Tacked
- Sewn with Interlocking Diamond (will not bunch)

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QUALITY • INTEGRITY • CRAFTSMANSHIP

### CUT SIZE

36" x 72"	.....	\$30.25	per doz.
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PAPERBOARD • FOLDING CARTONS • SHIPPING CONTAINERS



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United Van Lines agents *Pre-Plan* your move and follow through! The United way is the safest way to move your precious things anywhere in U. S. or Canada. Prompt, careful service in clean, Sanitized vans. Over 400 United agents, alert and ready to serve you!

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**United VAN LINES**  
INC.

Headquarters: St. Louis 17, Mo.

**YOUR OWN  
OR YOUR  
COMPANY  
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Christmas  
Gift  
CIGARETTES**



Excitingly new this year! Remember your friends and customers with something that will make them remember you. Each cigarette printed "MERRY CHRISTMAS & HAPPY NEW YEAR." Each red and green wrapper printed on one side with your name or your company name and with a Christmas tree on the other. Priced just slightly higher than ordinary brands. 5 to 14 cartons—\$3.00 per carton, 15 to 24 cartons—\$2.80, 25 to 99 cartons—\$2.50, 100 or more cartons—\$2.30 per carton. Add your own state tax to all prices. Specify name for imprinting and delivery date but order NOW to permit time for printing. Cigarettes delivered FRESH, postpaid. **SPECIAL:** We also make advertising cigarettes for conventions, sales meetings and dozens of other promotions with company ads, slogans, trademarks, etc. Write for prices, samples.

None of your customers ever had anything like this before. Rush order now for prompt delivery.

**YOUR NAME CIGARETTES**

125 W. Hubbard, Dept. Y-1810, Chicago 10, Ill.

gional forums." These forums present the opportunity for approximately a thousand leaders of agriculture, industry, finance and local transportation to participate.

Any project as ambitious as that described has necessarily required time and patience in its development. It has, however, the virtue of following traditional American methods, attempting to arrive at national transportation policies through what has been, in essence, a hierarchy of town

meetings. What can be hoped for is a result nearer to the ideal than has been achieved before.

The final report of the national cooperative project will be ready before the end of the current year. It will then be reviewed by the TAA's directors, and presented to Congress and to the public. This will be the first report of its kind in which all forms of transportation, the users, and the investors have all had a significant part.

## Straight-Line Handling

(Continued from page 19)

placed by the packers on pallets at the end of the packaging line, where a fork truck picks up the products and takes them to the merchandise warehouse.

Raw materials, approved and moved out of "quarantine," are carried by fork trucks to the electric elevator and upstairs into storage for compounding. Adjacent to the elevator are two large storage rooms, rat-proof and vermin-proof, used exclusively for sugar and starch. Every detail is worked out in compounding for smooth delivery of materials, with a minimum of time and effort. Here again the fork truck proves its value in top performance. Chemists on high-steel platforms, with a roomy six-foot, five-inch clearance underneath for other operations, direct the movement of raw materials from fork trucks to tanks and kettles on the platforms for processing. The platforms are of welded airtight construction to avoid any leakage or waste into operations underneath.

Compounding is divided into four types: Tablets, powders, salves and ointments, syrups and other liquids. Compounded formulas are fed by gravity in chutes, pipe lines and hose to the designated filling equipment in the packaging sections directly below.

Now we come to the "wide, open spaces" on the extreme east side, where "picking," or assembling of orders, packing, and shipping play their important roles. Fork trucks feed products from the merchandise warehouse to this final stage of straight-line distribution. "Pick-

ers" fill the small orders, placing items in sturdy containers that move along on skate-wheel conveyor lines. Case lot orders are assembled and checked on four-wheel trucks or semi-live skids and jacks, manually pulled through the warehouse. A system of double-checking against the filled orders has reduced errors and complaints to a minimum.

A 200-foot dock runs along the east side, where trucks back up to the level of the loading platform for outgoing shipments. Names of the railroad carriers and transport trucks are designated on the walls of the shipping lanes and also out-

## OBITUARIES

Ray (Toughie) Clark, secretary of the E. T. Clark Carting Co., Rochester, N. Y. August 17, at age 47.

James W. Hill, vice-president in charge of freight traffic for the Rock Island Lines. In Chicago, August 12, at age 56. Mr. Hill had been with the railroad since 1910. He became vice-president in 1946.

Milton K. Hill, manager and treasurer of Camden Warehouses, Baltimore, and general manager of the Terminal Storage Co., Washington, D. C. On July 26, at age 58.

Irving F. Lyons, traffic director of California Packing Corp. and 1950 president of the National Industrial Traffic League. Killed August 24 in airplane crash near Oakland, Calif., at age 60.

Charles A. Monganet, Sr., president of the Yellow Van and Storage Co., Inc., Rochester, N. Y. Drowned August 4, at age 68.

Milford A. Drake, 48, owner of the Drake Motor Express Co., Lockport, N. Y. Mr. Drake had been in the trucking business for over 20 years.



## Simpler Warehouse Tariffs?

(Continued from page 27)

side on the dock. Carriers know just where to leave their trucks and where to go for their consignments.

As vice-president in charge of production, Mr. Carey, who has been with Plough for 30 years, maintains close personal supervision, and marvels at the operations under one roof, a far cry from the days when he roamed across town from one plant to another. Working directly under him is Mr. Crawford, production manager, and Sam Burden, assistant production manager. Dennis L. Canter is manager of the Shipping Department.

Production records are kept by the hour on employees, both individually and in groups. Each supervisor "keeps score" on what each worker has done at the end of each hour and each day. In the Shipping Department, the score sheet shows how many orders each "picker" has filled each hour.

"You can't tell the players without a score card," is the old familiar saying at the baseball game. And it's also an old saying at Plough that "You can't tell how the 'game' is going—whether you are winning or losing, whether your costs are going up or down—unless you keep score on production in all its phases." In its former scattered locations, Plough, Inc., considered materials handling, flow charts, and cost analysis as problems within each separate department. Now the company's unified base of operations offers a better opportunity to "keep score" on supervision and cost controls.

The Plough plant is another excellent example of "materials handling in distribution."

dise has been in storage for some time, and in the use of such modification of rate rules a warehouseman finds difficulty in making a rate quotation prior to actual storage.

*"In actual experience the importance of making rate modifications to cover such hazards is not sufficiently apparent to necessitate a complicated rate structure. Rate modifications have, therefore, been eliminated from this Guide, and a simple and concise rate tariff set up to provide for ease of reading, application, and the making of quotations. To cover special storage requirements and handling, or other services furnished which are not provided for in the basic rate, a supplementary charge should be made."*

What are the "modifications" of rates which are largely responsible for the bulky, expensive, and complicated merchandise warehouse tariffs we are accustomed to? Here is the list from a well-known "Rate Schedules" publication:

### Storage Modification Table

1. Value
2. Fragility
3. Liability to claims
4. Small volume
5. Possible damage to other goods by leakage
6. Protection against freezing
7. Isolation
8. Attractive to vermin
9. Hazardous
10. Malodorous

11. Dusty
12. Mussy
13. Requires access for examination or treatment
14. Lost space in piling

### Handling Modification Table

1. Assortment
2. Fragility
3. Liability to claims
4. Small volume
5. Size of package
6. Nature of package
7. Illegibility of marks
8. Necessity for special piling
9. Hazardous
10. Malodorous
11. Dusty
12. Mussy

It will be seen that the majority of these modifications pertain to the characteristics and condition of certain goods which may be stored in merchandise warehouses, and also to the possibility of claims arising from the storing and han-

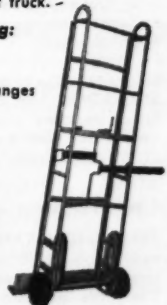
**CRAWLS** On Roller Bearings  
up and down steps.

## Everybody likes this APPLIANCE TRUCK!

The ideal truck for every purpose! No lifting . . . no fatigue . . . carries a full load safely up and down stairs and crawls over obstructions. Your men will appreciate the Escort truck.

### Ideal For Handling:

- Refrigerators
- Water Heaters
- Gas and Electric Ranges
- Music Machines
- Any appliance



Catalog on Request

**Stevens Appliance Truck Co.**

Old Savannah Road, P. O. Box 897  
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## Superior in Every Detail • Easiest to Handle

### PATENTED #4 BETTER DESIGNED — WOOD CLEATED COLLAPSIBLE CLOTHING WARDROBES

Sturdily built of kiln-dried smooth lumber glued to 100% Kraft double face corrugated panels. It takes only 2 minutes to assemble this collapsible wardrobe. Just two pieces—No tools required. Air-tight, moth-tight, dust-tight. Large capacity . . . 21" x 30" x 60" inside dimensions. Holds a closetful of garments securely. Sturdy hardwood dowl hanger for greatest strength. Imprinted with your name for small extra charge. Knocked down, bundled, and tied, 12 complete Wardrobes—Weight: 200 Lbs.

**\$46.80 Per Dozen, Net 10 Days F.O.B. Homewood, Ill.**

FOR FAST, EFFICIENT SERVICE PHONE 133

**NEIL BOX COMPANY, INC.**  
HOMWOOD, ILLINOIS (Chicago Suburb)



# Books and Catalogues

## Books . . .

AN ANALYSIS of New England economic life, including a discussion of the impact of the defense program on the region, and an appraisal of its potential contributions to security, is offered in "The New England Economy," a report prepared by the Council of Economic Advisers.

"A STUDY AND APPRAISAL OF EASTERN AIR LINES, INC.," prepared by Selig Altschul Aviation Advisory Service is an independent informative report on the company's operations, position and outlook. It is published by Smith, Barney and Co.

A BOOKLET by John S. Worley, "The Highways and Economy of Northwest California," put out by the Fruehauf Trailer Co. discusses the redwood logging industry of northwest California with special emphasis on transportation facilities of that area and conclusions concerning the highways of the nation.

"ESSENTIALS of SUCCESSFUL SALES MANAGEMENT," a booklet offered by the American Management Association, contains informative articles by prominent businessmen on various phases of sales activities.

DISCUSSIONS of special insurance problems are given in a second booklet put out by the American Management Association, "Developments in Multiple Line Underwriting and Catastrophe Coverage."

THE NATIONAL HIGHWAY USERS CONFERENCE, INC., has just put out a booklet, "Roads to National Security," which graphically presents information concerning the role highway transportation plays in the national economy with special emphasis on national security.

THE AMERICAN WAREHOUSEMEN'S ASSOCIATION has just published its annual list of members, a complete listing of those warehouses that make up the membership of the organization.

## Catalogues . . .

REMINGTON RAND, INC., describe their new Visible Tip follow-up folder in an attractive colored booklet which points out effectively the advantages of the folder and the uses to which it may be put.

Circle No. 224 on Readers' Service Card

THE FOUR-CIRCUIT motor generator battery charger is discussed in the Electric Products Co.'s Bulletin 11-2200 which shows how the charger can help users of motorized lift trucks.

Circle No. 225 on Readers' Service Card

GMC'S TIPS TO TRUCKERS in the EMERGENCY gives valuable advice on preventive maintenance for trucks, a system originated by GMC Truck in 1923, and adapted by the armed services during World War II.

Circle No. 226 on Reader's Service Card

A NEW TRADE MAGAZINE, "Tideways," is now being published by the Port of Stockton, Calif. To be distributed to executives of transportation and manufacturing industries throughout America, the magazine will offer information about Central California's economic and industrial conditions and opportunities and other items of interest to transportation and industrial people.

Circle No. 227 on Readers' Service Card

STRAPPING, seals, tensioners, sealers and accessories are all illustrated and described in a six-page folder published by Allegheny Steel Band Co.

Circle No. 228 on Readers' Service Card

TOWMOTOR CORP. has just published a colored booklet explaining their plan for reducing materials handling and production costs and increasing production by use of proper equipment.

Circle No. 229 on Readers' Service Card

A COMPREHENSIVE catalogue of tackle blocks, Catalog 51-B, offered by the Upson-Walton Co. includes discussions of the essential and auxiliary parts, and the essential components of tackle blocks, and data on construction material, fabrication and application.

Circle No. 230 on Readers' Service Card

BULLETIN 5142 just released by the Barrett-Cravens Co. contains information on two new hydraulic lift trucks developed for one-man handling of heavy pallet loads. Four pages are devoted to palletized carloading, with drawings showing practical space-saving arrangements.

Circle No. 231 on Readers' Service Card

THE 1951 ROUTING DIRECTORY of the Branch Motor Express Co. has just been published and contains a list of principal direct points, and information on insurance, equipment, personnel, and terminal facilities of the company.

Circle No. 232 on Readers' Service Card

A NEW 16-PAGE BOOKLET, "Worth Looking Into," is being published by the Chase Bag Co., and describes the company's purchasing policies, laboratory, research, engineering and manufacturing facilities, and illustrates its complete line of textile, paper and film containers, and packaging materials.

Circle No. 233 on Readers' Service Card

COMPLETE ENGINEERING and operating information on Bakers type JOM fork truck may be found in Bulletin 1328 put out by the Baker-Raulang Co. Photos show how this truck is being used in a variety of industries for heavy lift jobs.

Circle No. 234 on Readers' Service Card

dling of such goods. In the modifying—upward—of the basic space rate to cover one or more of these variations in classes of merchandise, it is assumed that claims will be established. As other conditions subject to rate modification are discovered, rate changes are made—to the confusion and dissatisfaction of the storer client.

What is your claims experience? Does it really justify such modifications of your basic storage and handling rates, to the extent of requiring a cumbersome tariff structure? Such claims (paid over a period of many years by the company with whom I am associated) have indeed been small—a negligible percentage of gross revenues. As we handle a huge volume of all classes of merchandise, I assume the claims experience of our company is not an unusual one.

Let us look at some of the other items in the modification tables referred to:

- *Value:* It is customary for a public warehouseman to include in his contract conditions of storage a limitation of liability clause. He also provides for a declaration by the storer of a value in excess of the limited amount stipulated in the storage contract, for which excess an agreed percentage of the basic storage charge is assessed.

- *Small volume:* The storage and handling of small lots is usually taken care of by charging appropriate minimums and part-lot delivery charges. These are more effective and remunerative than specific rate tariff modifications.

- *Assortment; illegible marks, etc.:* These are services which require extra labor. Their cost can only be properly determined at the time the service is performed, and should be subject to a special charge based on the prevailing labor rate.

- *Lost space in piling:* With the modern trend to one-story, high-piling storage warehouses, it is difficult to perceive how the modification of a basic rate could be fixed to provide for loss of occupiable space in the storage of goods—which, by reason of weight, size or dimensions, piling limitations by owners, flimsy crates, breakage of contents, and other conditions,

cannot be piled to the standard height. What additional cost the storer client should bear can only be reasonably determined by the particular circumstances. On such classes of goods, a charge should be made for the space occupied, including space rendered non-usable, on a measurement basis.

In the preparation of the rate tariff as suggested in the B. C. *Merchandise Warehouse Guide* consideration was therefore given to:

1) The need for a simple, concise, and easily-read basic rate structure.

2) The elimination of rate modifications for "extra hazards," as generally used in other tariffs, as either unnecessary or inequitable.

3) The setting-up of the tariff on a "per package or unit" basis to conform with the desires of storer clients, and to simplify billing practice.

4) Facilitating the making of fixed rate quotations.

5) The condensing of the tariff to one sheet for availability to warehouse staff and to clients.

With respect to the third con-  
(Continued on page 55)

## Coming Events

Oct. 1-4—Society of Industrial Packaging & Materials Handling Engineers, Sixth Annual Industrial Packaging and Materials Handling Show, Cleveland Public Auditorium, Cleveland.

Oct. 10-11—National Assn. of Shippers Advisory Boards, 15th annual meeting, Hotel Cleveland, Cleveland.

Oct. 18-20—Southwest Warehouse & Transfermen's Assn., annual convention, Rice Hotel, Houston.

Oct. 22-24—Packaging Institute, 13th annual forum, Hotel Commodore, New York.

Oct. 22-26—American Trucking Assns., Inc., annual convention, Stevens Hotel, Chicago.

Oct. 24—Material Handling Institute, fall meeting, Statler Hotel, Cleveland.

Nov. 5-8—Seventh All Industry Refrigeration and Air Exposition, Navy Pier, Chicago.

Nov. 15-16—National Industrial Traffic League, annual meeting, Palmer House, Chicago.

1952

Feb. 10-14—Mayflower Warehousemen's Assn., annual convention, Cleveland Hotel, Cleveland.

April 1-4—American Management Assn., 21st National Packaging Exposition, Atlantic City Auditorium, Atlantic City, N. J.

May 4-8—The American Warehousemen's Assn. convention, Roosevelt Hotel, New Orleans.

June 29-July 22—Material Handling Institute, mid-year industry meeting, Grand Hotel, Mackinac Island, Mich. All materials handling trade associations are invited to attend.

## N. Y. Warehousemen Meet

Annual convention at Lake George delves into problems

that reveal basic, far-reaching trends in the industry

WHEN the New York State Warehousemen's Association held its 30th annual convention last month (Sept. 12-16) at Lake George, basic industry trends of perhaps nationwide significance were revealed. A "merchandise warehousing forum" chaired by NYSWA's merchandise vice-president, J. C. Miller, Little Falls, disclosed that, as a result of the nation's defense program, household goods warehousemen are becoming more and more engaged in merchandise warehousing.

The simple cause of this phenomenon is that there are vast quantities of "distressed merchandise" (as one member termed it) looking for storage space. Since merchandise warehouses are crammed, most of these commodities are being accepted for storage by household goods warehousemen.

Up to now the public warehousing industry has been able to keep merchandise and household goods storage neatly segregated. Now circumstances are obscuring the line, forcing furniture warehousemen into the merchandise business.

E. D. Byrnes, executive secretary of the National Furniture Warehousemen's Association, suggested that household goods warehousemen avoid anything that will break down standardized merchandise practices; that they solicit only commodities not wanted by merchandise warehouses. Nevertheless, the problem, he said, merits the NFWA's serious attention. J. Barclay Potts, New York, recommended avoiding goods "hazardous" to household goods (e.g., peanuts, which breed moths).

When it was suggested that, in order properly to handle distressed merchandise, furniture warehousemen should adopt certain merchandise practices, Louis Schramm, New York, disagreed. Merchandise operators, he said, accept greater responsibility for less revenue than

household goods warehousemen. While not agreeing this was the case, Earl King, Syracuse, gave as the reason for this that merchandise warehousemen enjoy a greater turnover than furniture warehousemen.

It was the consensus of the meeting that today all household goods operators are, in one way or another, engaged in merchandise storage—otherwise they would be 75 per cent unoccupied.

The industry's defense role was underscored by H. R. Pellegrino of DTA's warehousing and storage division, Washington, D. C. He revealed that in order for the federal government to use public warehouse facilities wherever possible (instead of building or acquiring by condemnation its own), his department is this month circulating a questionnaire to the whole industry. The survey will determine (a) what space is now available, and (b) what new facilities warehousemen are planning to build or acquire.

Besides the survey, DTA is hoping to help the industry form local associations similar to the Federal Emergency Warehousing Associations of World War II. But such a step must be cleared with the Justice Department, and to obtain the department's opinion as to whether or not these associations will transgress anti-trust laws, a "guinea pig" group will be formed soon in Chicago.

Speaking on the furniture warehousemen's approach to palletized operations, Edward D. Byrnes warned operators to seek competent advice, or to experiment on their own, before they invested heavily in pallets and mechanical equipment. He cited instances where warehousemen have spent unwisely on poor systems. He said, also, that in many cases, by not palletizing but by repiling some warehousemen had added as much as 50 per cent to their space.

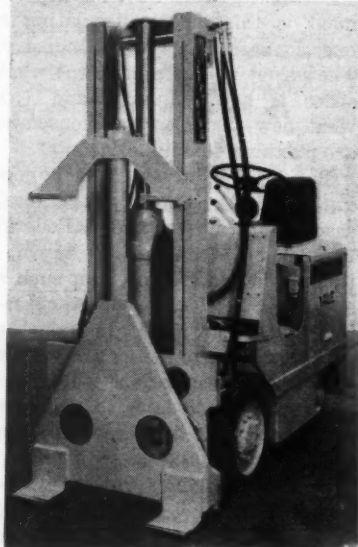


# DA NEW Products

FOR FURTHER INFORMATION USE READERS' SERVICE

## No Pallets Needed

A new automatic clamp attachment for industrial lift trucks that tiers refrigerators, ranges, washers and other similar crated and boxed products without the use of pallets, is now available from Yale and Towne Manufacturing company. Hydraulically operated, the clamp handles two objects up to 75 inches



high and 36 inches wide each and stacks them 17 feet high simultaneously. Available on practically any capacity Yale gasoline powered or electric industrial truck, the device was field-tested and installed on a 3000 lbs. capacity electric truck. The truck is equipped with a hydraulic side shifter which permits the load to be shifted four inches to either side, allowing ac-

curate spotting of the load. The short length of the forks makes the truck and crate clamp ideal for loading freight cars.

Circle No. 235 on Readers' Service Card

## Self-Stacking Pallet

The "Multi-Stak" Pallet Stacker Unit, an all steel pallet with self-contained collapsible stacking attachment used for tiering crushable, irregular or mixed merchandise, is available with new improvements, according to the Elizabeth Iron Works, Inc. The unit has a self-contained locking device for vertical rigidity in the standards. A safety pin-in-slot arrangement permits the standards to be set up quickly by one person. The deck pallet surface has checkered steel plate leading edges. Bearing safety plates at tops of standards secure the units when stacked. When not in use, standards fold across top of pallet. No weight ever rests on merchandise.

Circle No. 236 on Readers' Service Card

## Couples Automatically

This automatic coupler, consisting of a spring-loaded jaw and counter-balanced bail, provides complete coupling flexibility for single



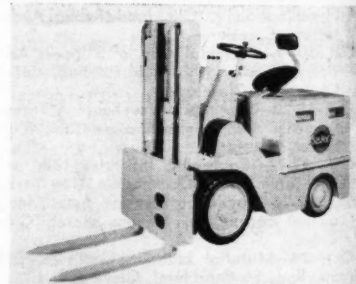
trucks or truck-trains, according to its manufacturer, the Colson Equipment and Supply Co. The two cast

steel units couple automatically and can be disengaged from either side by a foot-operated latch. The balanced bail is always in coupling position regardless of truck angle and the spring-loaded jaw will not disengage on ramps. These couplers are interchangeable with other makes and can be welded or bolted to truck frames.

Circle No. 237 on Readers' Service Card

## Multi-Purpose Fork Truck

Baker Raulang has developed a special lift carriage assembly which converts a 2000 to 4000 lb. capacity fork truck into a multi-purpose



handling machine. It operates as a standard fork truck for pallet and ordinary fork truck handling, as a clamp truck for handling drums, cartons, etc., and as a fork spacer. With a simple change requiring less than a minute, it is stated, it becomes a side-shifting fork truck which makes it easier to line up loads in close quarters. Action is hydraulic, with roller conveyor chain linkage. Available in 36 in., 42 in., and 48 in. outside fork spread.

Circle No. 238 on Readers' Service Card

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AGE

**D.A.—Send more information on items from your October, 1951 issue circled below.**

1	16	31	46	61	76	91	106	121	136	151	166	181	196	211	226	241	256	271	286
2	17	32	47	62	77	92	107	122	137	152	167	182	197	212	227	242	257	272	287
3	18	33	48	63	78	93	108	123	138	153	168	183	198	213	228	243	258	273	288
4	19	34	49	64	79	94	109	124	139	154	169	184	199	214	229	244	259	274	289
5	20	35	50	65	80	95	110	125	140	155	170	185	200	215	230	245	260	275	290
6	21	36	51	66	81	96	111	126	141	156	171	186	201	216	231	246	261	276	291
7	22	37	52	67	82	97	112	127	142	157	172	187	202	217	232	247	262	277	292
8	23	38	53	68	83	98	113	128	143	158	173	188	203	218	233	248	263	278	293
9	24	39	54	69	84	99	114	129	144	159	174	189	204	219	234	249	264	279	294
10	25	40	55	70	85	100	115	130	145	160	175	190	205	220	235	250	265	280	295
11	26	41	56	71	86	101	116	131	146	161	176	191	206	221	236	251	266	281	296
12	27	42	57	72	87	102	117	132	147	162	177	192	207	222	237	252	267	282	297
13	28	43	58	73	88	103	118	133	148	163	178	193	208	223	238	253	268	283	298
14	29	44	59	74	89	104	119	134	149	164	179	194	209	224	239	254	269	284	299
15	30	45	60	75	90	105	120	135	150	165	180	195	210	225	240	255	270	285	300

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Company.....

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City.....Zone.....State.....

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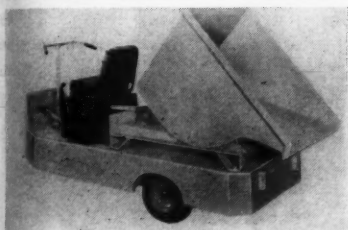




CARD . . . . .

### Self-Dumping Hopper

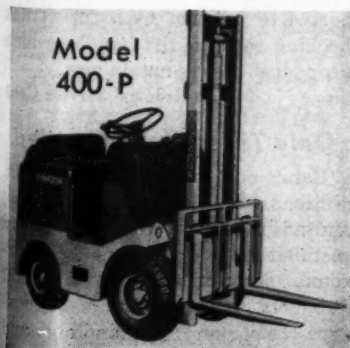
The Kalamazoo Manufacturing Co.'s model 2500 speed truck is now available with a one-half cubic



yard, self-dumping hopper which can be discharged by the driver from his seat. The truck, an automotive type with dry plate clutch and three-speed transmission, can now be used to handle cinders, sand, gravel, cement, water and most liquid or dry materials. Circle No. 239 on Readers' Service Card

### Five New Additions

Five new models have just been announced by the Towmotor Corp., three of which have solid or cushion tires and a shorter wheelbase for

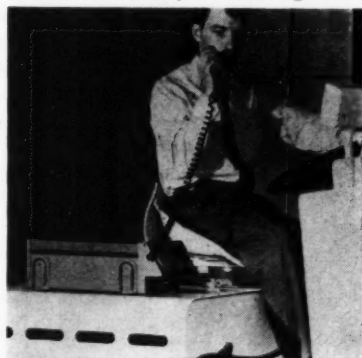


greater maneuverability. The two other models feature pneumatic tires on all wheels. Model 480-P, with 48-in. wheel base and capacity of 4000 lbs. at 24-in. load center, has big pneumatic tires to assure rapid movement of loads over rough surfaces, inside and out. Model 390 has a 39-in. wheelbase, and a capacity of 3000 lbs. at 15-in. load center. Model 400-P, 40-in. wheelbase and a 200 lbs. capacity at 24-in. load center, also has pneumatic tires for safe, trouble-free operation over rough terrain. Model 420 has a 42-in. wheelbase, and a capacity of 4000 lbs. at 15-in. load center. Model 460 has a 46-in. wheelbase, and 4000 lbs. capacity at 24-in. load center.

Circle No. 240 on Readers' Service Card

### Industry's Two-Way Radio

A new low-power two-way radio that utilizes the Uni-Channel Sensicon receiver has been designed by Motorola to meet the growing demand of industrial radio installations. These radios can be placed either as base stations or mobile units. Mounted on fork trucks or other plant vehicles they make continuous communication facilities available between the driver and the central dispatcher, speeding materials movement, eliminating dead-



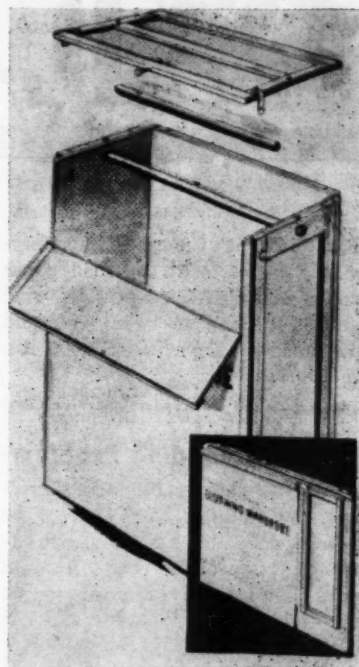
heading time and reducing the total number of vehicles needed. The small transmitter-receiver units may be had either as a single package with built-in speaker and control head or with individual speaker and control head.

Circle No. 241 on Readers' Service Card

### Shuts Out Moths

For storing out-of-season clothing in small apartments and homes a new air-, dust-, and moth-tight wardrobe is now available from the

Neil Box Co. The entire container consists of just two pieces, and, the company says, can be set up in only two minutes. The hardwood dowl

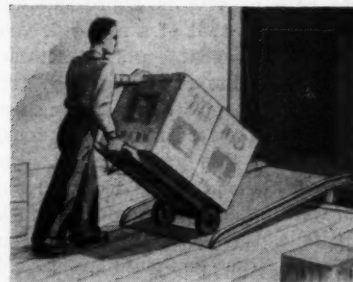


hanger rack holds a maximum garment load in the 30" by 20" by 60" inside storage space, and the double-face corrugated sides are water repellent. The wardrobe can be imprinted with name and trademark in any color.

Circle No. 242 on Readers' Service Card

### Light Ramp

Pensco Engineering is producing a new magnesium ramp, or dockplate, for truck docks. Leading feature of new design is that ramp



requires no adjustment for various loading and unloading operations. According to manufacturer, it accommodates trucks either higher or lower than dock level, and has a "ramp stop" to hold device firmly in position. Trucks can back to within three in. of the platform.

# DA NEW Products

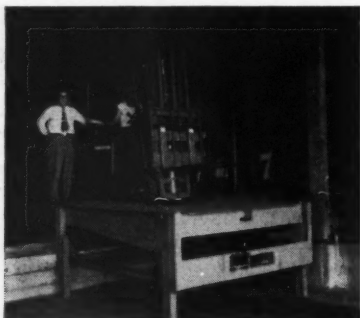
Continued from previous page

Ramp is built of magnesium safety-plate, welded, with bevelled edges and side rails. Sizes: 42 in. wide and 36 in. long, to 48 in. wide and 60 in. long. Capacities: 1,000 lbs. to 5,000 lbs.

Circle No. 243 on Readers' Service Card

## Unloads Loading Problem

Many of your loading and unloading problems can be solved by the new Model D Dock-Master with attaching approach ramp, custom



built to your specifications, according to its manufacturer William Ehlers. Hydraulically operated by a double acting hand pump, the Dock-Master is a self-contained unit, and its rate of rise is approximately the same as that of a motor-driven unit. An extendable and retractable gap-plate eliminates the need for fixed arms or plates protruding beyond the forward end of the dock, and when this gap-plate is withdrawn, the end of the dock is flush, preventing any damage to the truck or its load. When the truck has been spotted, the gap-plate is jacked forward as required.

Circle No. 244 on Readers' Service Card

## A Light-Duty Truck

These light-duty trucks with smooth, steel shelves are being made by the Market Forge Company. The trucks can be built to

meet individual requirements, and are furnished with any size or type of caster and wheel. The lips of the shelves can be supplied turned up or



down, a feature, it is said, that makes this truck especially useful for handling various kinds of material. The large truck shown has a width of 24 in., length 54 in., wheels 5 in. in diameter. Small truck: Width 24 in., length 40 in., wheels 6 in. in diameter.

Circle No. 245 on Readers' Service Card

## For Clothes Shippers

The Chippewa Paper Products Co. says that those who have to ship clothes will appreciate "The Chief," their new wardrobe container which features a special

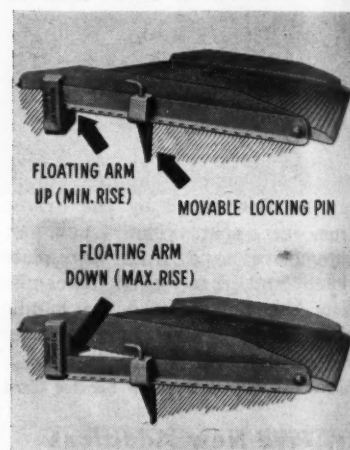


hanger lock bar designed to hold clothes-hangers securely in place even against severe vibration, and prevent clothes from sliding together. The wood-cleated frame with heavy rods at top and bottom, and the hanger lock bar can be reused many times, and corrugated shells for the frame can be ordered separately. "The Chief" can be set up in a few minutes, without nailing, and holds a maximum garment load, including fully packed garment bags.

Circle No. 246 on Readers' Service Card

## Steel Dock Board

Here's a new all-steel dock board which, says Elizabeth Iron Works, has a unique self-levelling locking device. The locking pins are an integral part of the "floating arm" locking bar which travels up and down in a housing. By this action, the locking pins remain firmly butted against the edge of the loading platform at all times. These new steel dock boards are available in many sizes, and all can handle



a height difference of seven inches. The riding surface is non-slip steel plate reinforced with shock plates at the corners. It can be transported to position by a fork truck hooking through lift handles which drop flush when not in use.

Circle No. 247 on Readers' Service Card

## Only Three Units Needed

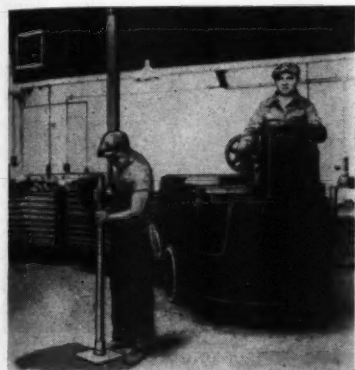
Using only three units, straight sections, 90 degree curved sections, and adjustable trestles, almost any installation problem can be overcome, according to Lyon Metal Products, Inc., makers of a new-type conveyor for handling and

transporting cartons, packages, crates, pallets, etc. by gravity or hand propulsion. Balanced rollers rotate on full length cold rolled steel shafts fitted with ball bearings. Shafts retain alignment and cross channels prevent frame from spreading under heavy loads. Rollers are spaced on four-inch centers for maximum bearing surface and are raised 3/8 inches above frame to accommodate packages wider than conveyor.

Circle No. 248 on Readers' Service Card

### Floor Fights Back

Pulverized natural rubber added to a base of asphalt-rock limestone and cold asphalt emulsion produces a new industrial floor material



which is three times as resistant to loads, impact and shock as the same material without the rubber, making it particularly suitable for areas subjected to crushing action of steel-wheel vehicle traffic. According to the Flash-Stone Co., the floor has the ability to fight back at traffic and other aggressive forces. Called "Immediate-Set" the material is long-lasting, resilient in cold weather, provides great traction when wet. Factory mixed and requiring no processing before use, "Immediate-Set" is suitable for large area floor resurfacing with a relatively thin (1/2 inch) layer, and for patching small damaged places.

Circle No. 249 on Readers' Service Card

### Interchangeable Tips

The Nupla Hammer, according to its manufacturer, the New Plastic Corp., fulfills all of the requirements industry demands of a soft-faced hammer at much less cost per hammer. The tips of the hammer are made from raw chemicals and produce a tough but gentle

striking surface resistant to petroleum and common industrial acids. A safety tool, the hammer is spark-proof, will not chip or mushroom,

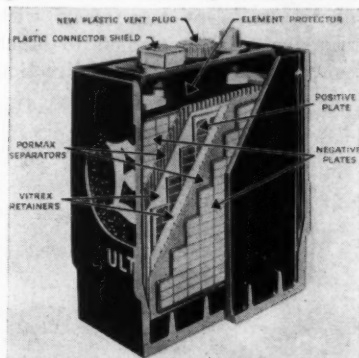


and even under extreme pressure will return slowly but completely to its original shape. Nupla hammers have no bounce or rebound as is common with ordinary rubber tips. The company also produces interchangeable tips, for varying hardnesses, which are secured to the hammer by a locking device that eliminates any danger of their working loose. The ability to switch from one tip to another for particular job requirements greatly increases this tool's usefulness.

Circle No. 250 on Readers' Service Card

### More Power to It

There's a new Exide battery on the market containing four new advances which, according to Electric Storage Battery Co., have pushed battery development ahead by many years. First, the company developed the "Silvium" alloy grid to cut down grid corrosion,



which occurred especially when the battery was overcharged. The new grid resists corrosion. Second, the battery has a new "active material," the paste impregnating each grid; the new active material reacts more

effectively with electrolyte, says the company. Third, the electrolyte can now be of a lower specific gravity, thus contributing the longer battery life. Fourth, the company has replaced the conventional wooden separators with one made of "Pormax," a new plastic. It is said to be more resistant to acid, and also highly porous and not as brittle as wood. Other features of the battery: plastic connector shields, element protectors, plastic vent plugs.

Circle No. 251 on Readers' Service Card

### All Parts Replaceable

Harvick No. 500 hand truck, made by the W & E Sales Co., is unusual in that all parts are easily replaceable. Truck has 2-in. tubular aluminum frame, cast alumi-



num cross bars and nose, and pair of aluminum brackets which may be used open or closed, depending on type of load to be carried. Unit is 46 in. high, 22 in. wide, is rated at 500 lbs. capacity. It weighs 25 lbs.

Circle No. 252 on Readers' Service Card

### Keeps Them Rolling

The Nutting Truck and Caster Co. is manufacturing a demountable rubber wheel which, they say, is ideal for hand floor trucks and tractor operated trailer application. This wheel differs from the common wheel, which is of a single casting with a rubber tread, in that it consists of two castings that bolt together against the base of a rubber tire. This arrangement enables the user to make a quick replacement of a worn out tire by separating the castings instead of, as in the case of ordinary wheels, having to buy a new wheel or have it re-



treaded. The demountable wheel is available in two types, for medium heavy duty, and heavy and extra heavy duty, and in diameters from 5 in. to 18 in. with a variety of tire widths, hub lengths and axle sizes. Circle No. 253 on Readers' Service Card

### Load Binder

Working on the ratchet hoist principle, a new load binder has been announced by an Illinois firm. Called the "Hoist-Binder," the device will take up or slack off a load chain any amount up to a full 20½ in.—or more, if a longer chain is used in the binder. This is advantageous with "springy" loads, where the binding chain or cable



must be tightened by force through a considerable distance to secure the load. Another advantage of this new load binder: simplicity. Binding and slacking off is by means of the handle only—no buttons or levers to push, no locking device to release.

Circle No. 254 on Readers' Service Card

### A Special Truck

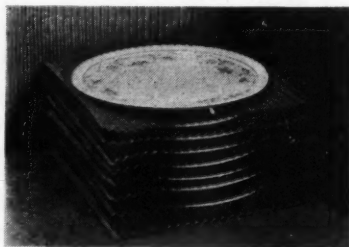
The Market Forge Co. is offering a special truck whose design makes it especially suitable for the meat and food industry, chemical industries and textile industry, it is claimed. Stainless steel throughout, the inside of the truck is finished and polished to resist corrosion. Top edges are reinforced to stiffen sides and resist damage. The truck is furnished with any type and arrangement of swivel or rigid cas-

ters, and a removable plug in one corner to allow draining is optional. The structure on which it is mounted may be of stainless or structural steel galvanized or painted and can be attached permanently or as a removable unit.

Circle No. 255 on Readers' Service Card

### Has No Lining

Developed specifically for shipping departments which use corrugated board as a separator, liner or cushioning for fragile items,



Shelton Manufacturing Co.'s new "Shelliner", a material having no lining yet which permanently retains its corrugation characteristics, provides maximum protection, according to the company. "Shelliner" can be used in place of lined corrugation with the same assurance of protection as that provided by other type corrugation.

Circle No. 256 on Readers' Service Card

### Around & About

Designed especially to carry small packages like jars and bottles without subjecting them to abuse, Chain Belt Co.'s new "Flex-top" conveyor can operate in nearly all directions on the one drive. It also does away with transfer points, common to other conveyor systems when direction

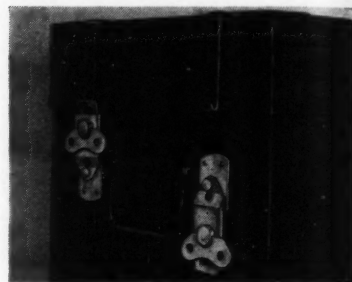


has to be changed. Flextop consists of stainless-steel, crescent-shaped top plates mounted on chain links.

Circle No. 257 on Readers' Service Card

### Fastening Device

For storage boxes, instrument cases, or shipping containers, a new type of high-strength fastener has been developed by Simmons Fastever Corp. Working on a simple crank-and-shaft principle, the "Link-Lock" opens and closes with a twist of a wing nut. Since there are no springs in the mechanism, the lock will operate easily at very low temperatures. Made of alloy steel, it will safely carry up to 1,000 lbs. tension loading. Wing nut drops into position flush with



case, thus avoiding breakage and saving stacking space. When gaskets are used inside the lid of the case, the Link-Look's heavy "pull-down" pressure insures a watertight closure.

Circle No. 258 on Readers' Service Card

### Bring 'Em Back Labels

With no metal priority for returnable containers, manufacturers are solving the problem of how to



get them back with decals, says the Meyercord Co., decal manufacturer. Any metal, glass, or composition container can be permanently identified with decals—and, says the maker, it doesn't matter if the surface is rough, smooth, or crinkled. Type "C" and "G" decals are designed for resistance to abrasion, moisture, and temperature. Circle No. 259 on Readers' Service Card

(Continued from page 49)

sideration mentioned above, the storer client is generally a seller of merchandise and must know what the cost of warehousing is, or will be, pending sale of the goods. Marketable commodities are usually packaged in standard sized containers—boxes, bags, crates, barrels, rolls, etc.—and the storer prefers to have storage and handling charged on a per package or storage unit basis. In this way the unit cost for such services may be readily established.

In determining the "breaking-point" for weight or measurement classification, the generally accepted factors for multi-story warehouses (floor load 250 lbs. per square foot; piling height about eight feet) were used in the subject rate tariff. This division was placed at 30 lbs. per cubic foot. All merchandise having a weight of 30 lbs. or more to the cubic foot is rated on a "weight" basis. Goods weighing less than 30 lbs. to the cubic foot are rated on a "measurement," or "cubic," basis.

The storage rates, shown in the accompanying rate table from the *Guide*, have for their basis a required revenue of one cent per cubic foot per month, on the total occupiable warehouse space. On an estimated average two-thirds occupancy, therefore, the basic rate would be  $1\frac{1}{2}$  cents per cubic foot per month. With the "breaking point" between weight and measurement fixed at 30 lbs. per cubic foot, rate changes could be set-up at  $\frac{1}{2}$  cent for each 10 lbs. weight or one-third cubic foot measurement, or fraction thereof.

#### What Is Provided For?

It was agreed that the basic handling charge would provide for: unloading of goods from railroad cars or at warehouseman's dock; checking condition of goods at time of arrival; securing notations of damaged goods and exceptions; stacking goods in assigned storage space; issuing non-negotiable warehouse receipt; and the labor to load and transport goods from storage space to warehouse shipping or delivery platform when delivery is requested.

For the purpose of the specimen rate table and to cover the handling services just outlined, a basic handling return of \$2 per ton was used so that, in the case of "weight" classification, the rate could be simply stated at 1 cent per each 10 lbs., or fraction.

As there is greater variation in the cost of handling lightweight merchandise, providing a set of rates to allow for such variable cost, and yet condense them to as few modifications of the base rate as possible, was somewhat of a problem. But after careful study this difficulty was resolved by providing only three adjustments of the "measurement" handling rates, determined by the weight per cubic foot: under 10 lbs.; from 10 to under 20 lbs.; from 20 to under 30 lbs.

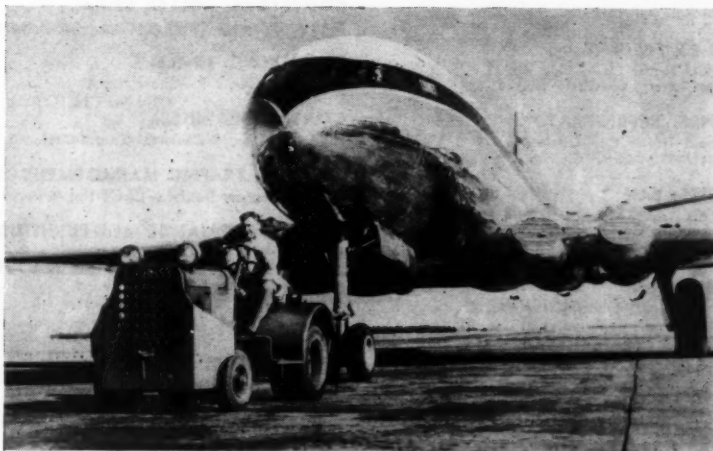
In the warehousing business today, there are few accounts which do not involve delivery in small lots, sorting, shipping, and many other services. The rate structure as recommended in the specimen table covers only receipts and deliveries in reasonable bulk. Covering part lot deliveries and special services, the *B. G. Guide* publishes a list of "extra service" charges.

Cost factors vary in different warehouse operations, and each warehouseman must examine his own costs and determine his own rates. To make use of the features of the *B. C. Guide's* suggested rate structure, it would have to be adjusted to meet the needs of a particular operation.

This simplified rating procedure, as mentioned in the opening remarks of this article, has been most successfully used by the members of the B. C. Warehousemen's Association, in whose sphere of operation the actual rates shown in the specimen table are applicable. All extra services requiring care and labor beyond ordinary storage and handling are charged for according to cost of such services. Any possible inequity to storers by the assessment of higher rates on a fixed tariff basis is eliminated.

Using this simplified rate table, it is an easy matter for the warehouseman or storer to ascertain the storage and handling rates for any size package, or storage, unit. These operators have scrapped their former rate table volumes with individual commodity rates and modification schedules.

#### Record-Breaking Jet and Tractor Get Together



This big jet-powered passenger plane has just completed a record-breaking test flight from London to Johannesburg, South Africa. A DeHavilland Comet, one of the British Overseas Airways' fleet, the ship made its historic run in 14 hours, 42 minutes flying time.

It is shown here being towed to its hanger in Johannesburg by a Clarktor towing tractor, manufactured by the Clark Equipment Co.'s industrial truck division. The B.O.A.C. uses Clark equipment extensively for towing planes and handling materials of all types.

Circle No. 260 on Readers' Service Card

# D Aid to Buyers

BY PRODUCT CLASSIFICATIONS OF ADVERTISERS

Circle numbers  
on Readers' Service Card  
for more information

## ATTACHMENTS, FORK TRUCK

Automatic Transportation Co.—Circle No. 1  
Baker-Raulang Co.—Circle No. 2  
Buda Company, The—Circle No. 3  
Clark Industrial Truck Div., Clark Equipment Co.—Circle No. 4  
Hyster Company—Circle No. 5  
Mercury Manufacturing Co.—Circle No. 6  
Mobilift Corporation—Circle No. 7  
Silent Hoist & Crane Co.—Circle No. 8  
Towmotor Corporation—Circle No. 9  
Yale & Towne Mfg. Co.—Circle No. 10

## AXLES, HIGHWAY EQUIPMENT (Non-Drive)

Eaton Manufacturing Co.—Circle No. 11

## AXLES, TRUCK (Drive)

Eaton Manufacturing Co.—Circle No. 12

## BAGS, PAPER (Shipping)

Fulton Bag & Cotton Mills—Circle No. 13

## BAGS, TEXTILE (Shipping)

Fulton Bag & Cotton Mills—Circle No. 14

## BATTERIES, IGNITION

Gould-National Batteries, Inc.—Circle No. 15

## BATTERIES, MOTIVE POWER

Gould-National Batteries, Inc.—Circle No. 16

## BODIES, FREIGHT

Fruehauf Trailer Co.—Circle No. 17  
Gerstenlager Co.—Circle No. 18

## BODIES, REFRIGERATOR

Fruehauf Trailer Co.—Circle No. 19  
Gerstenlager Co.—Circle No. 20

## BODIES, VAN

Fruehauf Trailer Co.—Circle No. 21  
Gerstenlager Co.—Circle No. 22

## BOXES, CORRUGATED and FIBRE (Shipping)

Gair Co., Inc., Robert—Circle No. 23

## BUCKETS, CLAMSHELL

Hyster Company—Circle No. 24

## BURGLAR ALARMS

American District Telegraph Co.—Circle No. 25

## BURLAP

Elkay Products Company—Circle No. 26  
Fulton Bag & Cotton Mills—Circle No. 27

## CAR PULLERS

Hyster Company—Circle No. 28  
Silent Hoist & Crane Co.—Circle No. 29  
Yale & Towne Mfg. Co.—Circle No. 30

## CASTER POSITION LOCKS

Darnell Corp., Ltd.—Circle No. 31

## CASTERS

Darnell Corp., Ltd.—Circle No. 32  
Fairbanks Co., The—Circle No. 33  
Mercury Mfg. Co.—Circle No. 34

## CHARGERS, BATTERY

Automatic Transportation Co.—Circle No. 35  
Yale & Towne Mfg. Co.—Circle No. 36

## CONVERTERS, TRAILER

Fruehauf Trailer Co.—Circle No. 37

## CONVEYORS, ACCORDION (Gravity)

Food Machinery & Chemical Corp.—Circle No. 38

## CONVEYORS, APRON

Webb Co., Jervis B.—Circle No. 39

## CONVEYORS, BELT

Webb Co., Jervis B.—Circle No. 40

## CONVEYORS, CHAIN-IN-FLOOR

Webb Co., Jervis B.—Circle No. 41

## CONVEYORS, LIVE ROLLER

Food Machinery & Chemical Corp.—Circle No. 42  
Webb Co., Jervis B.—Circle No. 43

## CONVEYORS, ROLLER

Food Machinery & Chemical Corp.—Circle No. 44  
Webb Co., Jervis B.—Circle No. 45

## CONVEYORS, ROLLER SPIRAL

Food Machinery & Chemical Corp.—Circle No. 46

## CONVEYORS, TROLLEY

Webb Co., Jervis B.—Circle No. 47

## CONVEYORS, WHEEL

Food Machinery & Chemical Corp.—Circle No. 48

## COURSES, TRAFFIC MANAGEMENT

Traffic Managers Institute—Circle No. 49

## COVERS, APPLIANCE and FURNITURE

Elkay Products Co.—Circle No. 50

## COVERS, PAPER (Storage)

Elkay Products Co.—Circle No. 51

## CRANES, MOBILE

Automatic Transportation Co.—Circle No. 52  
Baker-Raulang Co.—Circle No. 53  
Hyster Company—Circle No. 54  
Silent Hoist & Crane Co.—Circle No. 55  
Yale & Towne Mfg. Co.—Circle No. 56

## CRANES, PORTABLE JIB

Silent Hoist & Crane Co.—Circle No. 57

## DOLLIES

Elkay Products Co.—Circle No. 58  
Fairbanks Co., The—Circle No. 59  
Mercury Mfg. Co.—Circle No. 60

## DOORS, FIRE

Kinnear Mfg. Co., The—Circle No. 61

## DOORS, OVERHEAD

Kinnear Mfg. Co., The—Circle No. 62

## DOORS, ROLLING (Steel)

Kinnear Mfg. Co., The—Circle No. 63

## ENDGATES, ELEVATING

Fruehauf Trailer Co.—Circle No. 64  
Hercules Steel Products Corp.—Circle No. 65

## ENGINES, INTERNAL COMBUSTION

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International Harvester Co.—Circle No. 67

## FIFTH WHEELS

Fruehauf Trailer Co.—Circle No. 68

## FIRE ALARMS

American District Telegraph Co.—Circle No. 69

## FORK TRUCKS (Elec.)

Automatic Transportation Co.—Circle No. 70  
Baker-Raulang Co.—Circle No. 71  
Clark Industrial Truck Div., Clark Equipment Co.—Circle No. 72  
Mercury Manufacturing Co.—Circle No. 73  
Wright-Hibbard Industrial Elec. Truck Co., Inc.—Circle No. 74  
Yale & Towne Mfg. Co.—Circle No. 75

## FORK TRUCKS (Gas)

Buda Company, The—Circle No. 76  
Clark Industrial Truck Div., Clark Equipment Co.—Circle No. 77  
Hyster Company—Circle No. 78  
Mobilift Corporation—Circle No. 79  
Silent Hoist & Crane Co.—Circle No. 80  
Towmotor Corporation—Circle No. 81  
Yale & Towne Mfg. Co.—Circle No. 82

## FREIGHT CARRIERS

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Consolidated Freightways—Circle No. 84  
Delta Air Lines—Circle No. 85  
Flying Tiger Line, Inc.—Circle No. 86  
Trans World Airlines—Circle No. 87  
Union Pacific Railroad—Circle No. 88  
United Air Lines—Circle No. 89

## FREIGHT CONSOLIDATORS

National Carloading Corp.—Circle No. 90

## GRILLES

Kinnear Mfg. Co., The—Circle No. 91

## HOISTS, CHAIN

Yale & Towne Mfg. Co.—Circle No. 92

## HOISTS, ELECTRIC

Yale & Towne Mfg. Co.—Circle No. 93

## HOISTS, ELECTRIC (Trolley)

Yale & Towne Mfg. Co.—Circle No. 94

## HOLDUP ALARMS

American District Telegraph Co.—Circle No. 95



**INSECTICIDES**

Elkay Products Co.—Circle No. 96

**JACKS, SKID**

Fairbanks Co., The—Circle No. 97  
Yale & Towne Mfg. Co.—Circle No. 98

**LONG DISTANCE MOVERS**

United Van Lines, Inc.—Circle No. 99

**MACHINES, NAILING**

Food Machinery & Chemical Corp.—  
Circle No. 100

**PADS, FURNITURE**

Daniels, Inc., C. R.—Circle No. 101  
Elkay Products Co.—Circle No. 102  
Fulton Bag & Cotton Mills—Circle No. 103

**PALLETS**

Neil Box Company—Circle No. 104

**PALLETS, EXPENDABLE**

Gair Co., Inc., Robert—Circle No. 105

**PARTITIONS, INDUSTRIAL**

Kinney Mfg. Co., The—Circle No. 106

**PATCHES & RESURFACERS**

(Floor)  
Dura-Tread Company—Circle No. 107

**PORTS**

Delaware River Joint Commission—Circle No. 108  
Georgia Ports Authority—Circle No. 109  
Port of Los Angeles—Circle No. 110  
Port of Philadelphia—Circle No. 111

**PULLERS, RATCHET**

Yale & Towne Mfg. Co.—Circle No. 112

**RACKS, STORAGE**

Yale & Towne Mfg. Co.—Circle No. 113

**RAMPS, BRIDGE**

Magnesium Co. of America—Circle No. 114

**REFRIGERATION EQUIPMENT**

(Highway)  
Trailmobile Inc.—Circle No. 115

**SHUTTERS, FIRE**

(Rolling)  
Kinney Mfg. Co., The—Circle No. 116

**SKID BOARDS**

Elkay Products Co.—Circle No. 117

**SKID BOXES**

Fairbanks Co., The—Circle No. 118

**SKIDS**

Fairbanks Co., The—Circle No. 119  
Magnesium Co. of America—Circle No. 120  
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Monarch Rubber Co.—Circle No. 130

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International Harvester Co.—Circle No. 131

**TRACTORS, HIGHWAY**

Dodge Div., Chrysler Corp.—Circle No. 132  
GMC Truck & Coach Div., General Motors Corp.—  
Circle No. 133  
International Harvester Co.—Circle No. 134  
White Motor Company, The—Circle No. 135

**TRACTORS, INDUSTRIAL**

(Elec.)  
Automatic Transportation Co.—Circle No. 136  
Baker-Raulang Co.—Circle No. 137  
Mercury Manufacturing Co.—Circle No. 138  
Wright-Hibbard Industrial Elec. Truck Co., Inc.—  
Circle No. 139  
Yale & Towne Mfg. Co.—Circle No. 140

**TRACTORS, INDUSTRIAL**

(Gas)  
Buda Company, The—Circle No. 141  
Clark Industrial Truck Div., Clark Equipment Co.—  
Circle No. 142  
Hyster Company—Circle No. 143  
International Harvester Co.—Circle No. 144  
Mercury Manufacturing Co.—Circle No. 145  
Towmotor Corporation—Circle No. 146

**TRACTORS, INDUSTRIAL**

(Non-Riding)  
Automatic Transportation Co.—Circle No. 147  
Lift Trucks, Inc.—Circle No. 148  
Yale & Towne Mfg. Co.—Circle No. 149

**TRAILERS, INDUSTRIAL**

Fairbanks Co., The—Circle No. 150  
Mercury Mfg. Co., The—Circle No. 151  
Silent Hoist & Crane Co.—Circle No. 152  
Yale & Towne Mfg. Co.—Circle No. 153

**TRAILERS, LOW-BED**

Fruehauf Trailer Co.—Circle No. 154

**TRAILERS, TRUCK**

Fruehauf Trailer Co.—Circle No. 155  
Trailmobile Inc.—Circle No. 156

**TRAPS, RODENT**

Elkay Products Co.—Circle No. 157

**TROLLEYS, MONORAIL**

Webb Co., Jervis B.—Circle No. 158  
Yale & Towne Mfg. Co.—Circle No. 159

**TRUCKS, APPLIANCE**

Fairbanks Co., The—Circle No. 160  
Stevens Appliance Truck Co.—Circle No. 161

**TRUCKS, BOX**

(Hand)  
Fairbanks Co., The—Circle No. 162  
Mercury Mfg. Co., The—Circle No. 163

**TRUCKS, ELEVATING PLATFORM**

(Elec.)  
Automatic Transportation Co.—Circle No. 164  
Baker-Raulang Co.—Circle No. 165  
Mercury Manufacturing Co.—Circle No. 166  
Wright-Hibbard Industrial Elec. Truck Co., Inc.—  
Circle No. 167  
Yale & Towne Mfg. Co.—Circle No. 168

**TRUCKS, ELEVATING PLATFORM**

(Gas)  
Hyster Company—Circle No. 169

**TRUCKS, ELEVATING PLATFORM**

(Non-Riding)  
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Lift Trucks, Inc.—Circle No. 171  
Yale & Towne Mfg. Co.—Circle No. 172

**TRUCKS, HAND**

(Three-Wheel)  
Stevens Appliance Truck Co.—Circle No. 173

**TRUCKS, HAND**

(Two-Wheel)  
Fairbanks Co., The—Circle No. 174  
Magnesium Co. of America—Circle No. 175

**TRUCKS, HIGHWAY**

Dodge Div., Chrysler Corp.—Circle No. 176  
GMC Truck & Coach Div., General Motors Corp.—  
Circle No. 177  
International Harvester Co.—Circle No. 178  
White Motor Co., The—Circle No. 179

**TRUCKS, LIFT**

(Hand)  
Lift Trucks, Inc.—Circle No. 180  
Yale & Towne Mfg. Co.—Circle No. 181

**TRUCKS, PALLET**

(Hand)  
Yale & Towne Mfg. Co.—Circle No. 182

**TRUCKS, PALLET**

(Non-Riding)  
Automatic Transportation Co.—Circle No. 183  
Clark Industrial Truck Div., Clark Equipment Co.—  
Circle No. 184  
Lift Trucks, Inc.—Circle No. 185  
Towmotor Corp.—Circle No. 186  
Yale & Towne Mfg. Co.—Circle No. 187

**TRUCKS, PALLET**

(Riding)  
Hyster Company—Circle No. 188

**TRUCKS, PALLET-STACKING**

(Non-Riding)  
Automatic Transportation Co.—Circle No. 189  
Lift Trucks, Inc.—Circle No. 190  
Yale & Towne Mfg. Co.—Circle No. 191

**TRUCKS, PLATFORM**

(Hand)  
Fairbanks Co., The—Circle No. 192  
Mercury Mfg. Co., The—Circle No. 193

**TRUCKS, PALLET-STACKING**

(Straddle, Non-Riding)  
Automatic Transportation Co.—Circle No. 194  
Yale & Towne Mfg. Co.—Circle No. 195

**TRUCKS, PLATFORM**

(Powered, Elec.)  
Automatic Transportation Co.—Circle No. 196  
Baker-Raulang Company—Circle No. 197  
Mercury Mfg. Co., The—Circle No. 198  
Yale & Towne Mfg. Co.—Circle No. 199

**TRUCKS, PLATFORM**

(Powered, Gas)  
Buda Company, The—Circle No. 200  
Hyster Company—Circle No. 201

**TRUCKS, PLATFORM**

(Powered, Non-Riding)  
Lift Trucks, Inc.—Circle No. 202

**TRUCKS, STRADDLE**

Hyster Company—Circle No. 203

**WARDROBE BOXES**

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**WEBBING**

Elkay Products Co.—Circle No. 207

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Fairbanks Co., The—Circle No. 209  
Mercury Mfg. Co., The—Circle No. 210

**WINCHES**

Hyster Company—Circle No. 211  
Mercury Mfg. Co., The—Circle No. 212  
Silent Hoist & Crane Co.—Circle No. 213  
Yale & Towne Mfg. Co.—Circle No. 214



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### TRANSPORTATION

#### Things You Can't Do

**YOU CAN'T** prevent a competitor from serving the public in your area, if the new service is needed.

For example, in *Southern California Freight Lines v. Public Utilities Company*, 220 P. 2d 393, California, it was shown the Public Utilities Commission granted a certificate of public convenience and necessity to a motor carrier to operate between certain points over the protest of opposing on carrier who was serving such points.

The higher court held that since there was evidence of a public need for additional service and that public convenience and necessity required establishment and operation of the proposed service, no constitutional rights of carriers who now serve the area were violated.

In other words this higher court held, in effect, that where new service is "needed" in a particular area a competitor to the old established carrier cannot successfully contest issuance of a certificate of public convenience and necessity.

### WAREHOUSING

Recently an important higher court decision was rendered involving "limitation" of the value of shipped goods.

In *Smith's Transfer and Storage Company v. Batigne*, 34 Atl. (2d) 705, it was disclosed that household goods were packed at Mrs. Bate's home in California by a warehousing company. This shipment was forwarded by the warehouse company by freight in a car with goods of a Dr. Silber. Both lots were consigned in care of a company in Washington, D. C., which through error treated both lots of goods as the Silber shipment. Mrs. Bate made frequent inquiries of the Washington Warehouse Company and was told that her goods had not arrived. Silber returned to California and notified the warehouse company to re-ship his goods. This was done and Mrs. Bate's goods were shipped, along with those belonging to Silber, to the latter in California.

Upon arrival of the goods Silber discovered that additional goods were in the shipment. The warehouse com-

pany in Washington was notified. By its instruction Mrs. Bate's goods were returned to Washington. However, certain cartons and valuable goods were missing and were never located. Some of the merchandise were received back in a damaged condition.

At the time the original shipment was made Mrs. Bate procured a policy of insurance on her goods against loss in transit, and the goods were valued at \$500. The original shipping receipt delivered to her by the warehouse company valued the goods in case of loss at ten cents per pound, or a total of \$81.50. The "Shipping Order and Declaration" contained certain valuations of the goods. The pertinent paragraphs are "For rate making purposes I limit the liability on these goods to ten cents per pound and the Norton Company (warehouseman) will not be responsible for loss or damage to goods by fire or otherwise in excess of ten cents per pound while in its own care, or in cars while being loaded or unloaded, or in warehouse awaiting shipment or delivery."

Notwithstanding these clauses the higher court held Mrs. Bate entitled to recover \$1,234, the full value of the goods. The court explained that where the character of the merchandise is made known to a warehouseman, a representation of low value by the owner does not create a limitation upon the liability of the warehouseman unless it is so provided by special contract.

In subsequent litigation the higher court held that where there is no valid contract between a director and a corporation for payment of services rendered by the director, and his vote alone constituted a majority necessary to approve his claim for services at the directors' meeting, payment for such services was unlawful and the corporation can recover this compensation from the director in a suit.

### MARKETING

#### Things You Can Do

**YOU CAN**, without liability, cancel any part of a sale contract after you learn that the seller breached any part of the original contract. You can also cancel the complete contract.

In *Burcham v. Caprio*, 210 -Pac.

(2d) 877, Calif., it was shown that a company purchased a single carload of pickles from a packer and that before the carload was delivered, it purchased two more carloads. Soon after this last contract was signed, the company discovered that the first carload was of inferior quality and not up to the standard of the samples.

In subsequent litigation, the higher court held that the company was justified in refusing to accept delivery of the other two carloads.

**YOU CAN**, without violating the Sherman, Clayton or Robinson-Patman anti-trust laws, sell merchandise to manufacturers of salable products at less than the price charged large distributors. The Clayton Act, as amended by the Robinson-Patman Act, makes it unlawful to discriminate in price between purchasers of the same grade of merchandise where the effect is to lessen competition or to injure, destroy or prevent competition with any person who receives the benefit of such discrimination.

In *Chicago v. American*, 176 Fed. (2d) 1, the facts were as follows: A distributor signed a contract with a manufacturer to purchase merchandise for distribution. This contract was through the medium of a 30-day contract, and price declines were guaranteed against by the municipality.

The manufacturer made other contracts with manufacturers of various products. These contracts were known as a "Manufacturer's Contracts," and the price for the merchandise was higher than the price at which the 30-day contracts were offered to the distributor. The contracts with the manufacturers did not carry any guarantee against decline in price, and buyers were required to use the merchandise solely for their own manufacturing purposes.

The distributor sued the manufacturer, with whom it made the 30-day contract, for triple damages under the Clayton Act, as amended by the Robinson Patman Act, on the grounds that the latter was guilty of discriminating in price between different buyers. The higher court decided that the manufacturer was not guilty of violating the laws and, therefore, not liable in damages to the distributor. This court said:

(Continued on page 88)

# Public Warehouse Section

Warehousing is an integral part of distribution in several ways. Public warehouses are not merely depositories for the safeguarding of personal effects or industrial commodities; many are equipped to perform a wide range of services in addition to storage. Among those services are:

Bottling, boxing, financing, fumigating, grading, handling, hauling, labeling, motor transportation, moth-proofing, moving, operation of public truck scales, quick-freeze facilities, rental

of space for manufacturing, offices and showrooms, rigging, sales representation, sample distribution, sorting, stevedoring and various other functions for efficient and economical distribution.

This special advertising section of public warehousing has been consolidated for ready reference and maximum utility. It includes merchandise, refrigerated, household goods and field warehouses. For shippers' convenience, states, cities and firms have been arranged alphabetically.

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### American Transfer & Warehouse Co., Inc.

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Merchandise and Household Goods  
Warehouse, Concrete and Steel Construction—  
150,000 sq. ft.—sprinklered. ADT Alarm. Private  
siding, Frisco railroad. Pool Car Distribution  
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Represented by Allied Distribution, Inc., N. Y.—Chicago



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Motor Freight Service to all points.  
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Efficient—Conscientious Branch House Service.

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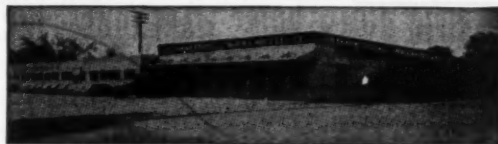
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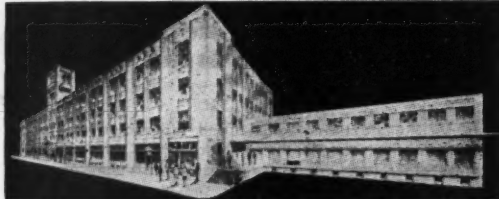


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Complete Household Goods  
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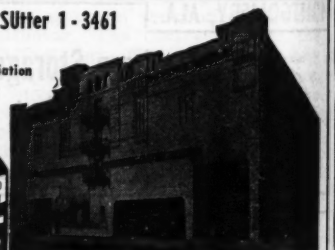
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PACKING AND SHIPPING

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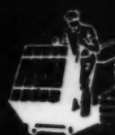
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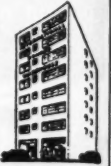
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*A Complete Service*

### STROHM WAREHOUSE AND CARTAGE COMPANY

359 W. RAY STREET, INDIANAPOLIS

OPERATING 53 TRUCK UNITS

General Merchandise—Pool Car Distribution

Modern Motor Trucking Service

Check Out Service

All Merchandise On Check Out Cars Placed

On Platform Ready For Delivery

Reciprocal Switching, All Railroads

Store Door Delivery and Pick-up for

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AMERICAN WAREHOUSEMEN'S ASSOCIATION

INDIANAPOLIS, IND.

"Take a Tip, Store With Tripp"

## THE TRIPP WAREHOUSE CO.

1001 East New York St. Indianapolis 7, Ind.

Store with an Old Reliable Firm.  
In Business for 66 Years.

General Merchandise — Farm Machinery  
Specialize in Electrical Appliances and Food Stuff.  
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Storage in Transit. Reciprocal Switching All RR's.  
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Operate Under Public Service Commission of Indiana.

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A. D. T. Service

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Merchandise Storage and Distribution a Specialty  
Pool Cars Solicited

Motor trucks for store door delivery—Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse License No. 12-4

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## American Transfer & Storage Co.

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SINCE 1907

General Merchandise Warehousing and Distribution.  
Cold Storage.

Modern Brick Warehouse, Sprinklered 80,000 Square Feet.  
Siding on C. M. St. P. & P. Rd. Free Switching from Other  
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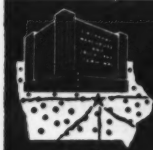
Member of A.W.A.—N.F.W.A.—Agents United Van Lines, Inc.



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## Cedar Rapids TRANSFER & STORAGE CO.

MODERN WAREHOUSE  
AND TRUCK TERMINAL ON TRACKAGE  
Complete Facilities For Efficient Warehousing  
and Distribution of Merchandise  
DAILY SERVICE IN EVERY DIRECTION



DAVENPORT, IOWA

Established 1903

Phone 2-7161

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428 WESTERN AVE. DAVENPORT, IOWA

Merchandise Storage and Pool Car Distribution

In a community consisting of Davenport, Bettendorf, Iowa—  
Rock Island, Moline, East Moline, Silvis and Milan, Ill.  
Investment \$350,000.00

Members: A.W.A., N.F.W.A., I.A.W.A., AM. CHAIN OF WHSES., A.V.L.

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General Merchandise Warehousing  
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100,000 square feet of sprinklered fireproof floor space.  
Insurance rate of under 15c • Private Siding on R. I.  
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Member of Iowa Warehouse Ass'n.

For Shippers' Convenience, States, Cities

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Established 1883

Merchandise and Household Goods Storage

Local and long distance

Moving—Packing—Shipping

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Members: A.W.A.—N.F.W.A.—I.A.W.A.—Distribution Service, Inc.

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Member American Chain of Warehouses

Fire  
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Ninth Street  
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TRY OUR SUPERIOR SERVICE

57 years' warehousing nationally known accounts

gives you Guaranteed Service

Daily reports of shipments and attention to every detail

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Lowest Insurance Rate. Pool Car Distribution. Private Siding. Free Switching. Free Rail or Truck Pick-up Service.



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222,000 sq. ft. of floor space in buildings of brick-concrete-steel construction. Chicago-Great Western R. R. siding with 10 car capacity. Free switching with Federal Barge Lines. Low insurance rates. Complete-Motor-Freight-Facilities. Pool car distribution—all kinds. Merchandise & Household Goods Storage, industrial and office space for rent.

Write today

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3000 JACKSON ST.

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Member of Iowa Warehouse Ass'n.

Chicago Representatives: Associated Warehouses, Inc.

and National Warehousing Service.



Member NATIONAL FURNITURE WAREHOUSEMEN'S ASSN.  
Agent ALLIED VAN LINES, INC.

KANSAS CITY, KANSAS

FOR OVER A QUARTER CENTURY



Household goods and merchandise storage

PACKING, MOVING, SHIPPING—PRIVATE SIDING

Agent Member—Allied Van Lines

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WICHITA, KANSAS

A Modern Distribution and  
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R. W. BILLINGSLEY, JR., Manager

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Household Goods & Merchandise  
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System

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and Firms are Arranged Alphabetically

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### Louisville Public Warehouse Company

131 EAST MAIN ST., LOUISVILLE 2  
25 WAREHOUSES 944,000 SQUARE FEET

Louisville Member  
AMERICAN CHAIN-DISTRIBUTION SERVICE, INC.  
Gen'l Mdse. — H. H. Goods

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A. F. SCHNAUDER, Treas.

### COMMERCIAL TERMINAL WAREHOUSE COMPANY

INCORPORATED  
Established 1910

A dependable agency for the storage and distribution of merchandise and manufactured products.

OFFICE:

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NEW ORLEANS, LOUISIANA

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## New Orleans

THE ONLY PRIVATELY OWNED AND OPERATED PUBLIC WAREHOUSE AT SHIPSIDE IN NEW ORLEANS

This Corporation, continuing the operations of Douglas Shipline Storage Corporation established in 1931, offers Public, State and U. S. Customs Bonded Warehousing at its new terminal and wharf served by deep-water dock for ocean-going vessels and barges. Louisiana-Southern R. R. switchtrack . . . reciprocal switching . . . sprinklered buildings . . . storage-in-transit privileges.

Represented by DISTRIBUTION SERVICE, INC.

New York, Chicago, San Francisco

Member American Warehousemen's Association

### GULF SHIPSIDE STORAGE CORPORATION

Formerly DOUGLAS SHIPSIDE STORAGE CORPORATION

TERMINAL AND WHARF AT FOOT OF ST. MAURICE AVENUE AND MISSISSIPPI RIVER  
EXECUTIVE OFFICES: 118 North Front Street, New Orleans 16, La. • Telephone: Raymond 4972 — Magdol 5293

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Member of A. W. A.

### HAYES DRAYAGE & STORAGE, INC.

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Complete distribution and warehousing service  
Operators of space in Free Foreign Trade Zone No. 2  
Sidings on N. O. Public Belt R. R.



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New Orleans Merchandise Warehousemen's Ass'n

### MALONEY TRUCKING & STORAGE, Inc.

133 NORTH FRONT ST., NEW ORLEANS 1

An Able servant to the PORT OF NEW ORLEANS  
Complete warehousing facilities—Distribution—Weighing—Forwarding—Fumigating—Storage—Cartage—Field Warehousing—Office Space—Display Rooms—Sprinklered Risk.  
UNITED STATES AND STATE BONDED



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Specializing in MDSE. Distribution

All concrete Warehouse, sprinklered, low insurance rates. Low handling costs. Switching connections with all rail lines. State Bonded. Inquiries Solicited.

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MERCHANDISE STORAGE—POOL CAR DISTRIBUTION

Located in the Heart of the Wholesale District • Convenient to Rail & Truck Depots • Private Switch Tracks T & NO-SP RR • Reciprocal Switching  
COMPLETE WAREHOUSING SERVICE



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### Herrin Transfer and Warehouse Co., Inc.

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Member

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Established 1875 Incorporated 1918

General Storage and Distributing

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Rm. 301, Camden Sta., Baltimore 1

Operating Terminal Warehouses on Tracks of

The Baltimore & Ohio Railroad Co.

A. D. T. Private Watchman, Sprinkler

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

Consign Via Baltimore & Ohio Railroad

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### Complete Warehousing Services



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- Modern, protected facilities
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### J. NORMAN GEIPE VAN LINES, INC.

524-536 W. Lafayette Ave., Baltimore 17, Md.

See our advertisement on page 163—  
1949 edition of D and W Directory

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Owned and Operated by Merchants Warehouse Co.

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131 BEVERLY STREET—BOSTON 14, MASS.

Located within the city limits, adjacent to North Station. Brick-and-concrete buildings; 300,000 sq. ft. space, some sprinklered and heated. A. D. T. burglary alarm service, U. S. Customs and Internal Revenue bonded space. Boston & Main R. R. delivery.



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**CLARK & REID CO., INC.**

GEORGE F. MARTIN, President

**BROOKLINE - BOSTON - CAMBRIDGE**

Household and Merchandise Storage - Packing - Shipping



68 Charles St., Boston  
 OFFICES 5 Station St., Brookline  
 380 Green St., Cambridge  
 Mass. F.W.A., N.E.W.A.

BOSTON, MASS.

Established 1896

PACKING

MOVING



STORING

SHIPPING

Member: MayWA-MassFWA-CanWA

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**FITZ WAREHOUSE CORPORATION**

operating

**ALBANY TERMINAL STORES****137 Kneeland Street, Boston 11****GENERAL MERCHANDISE STORAGE**

B. &amp; A. R.R. Delivery

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**Hoosac Storage & Warehouse Company**

Lechmere Square, East Cambridge 41, Boston

**FREE AND BONDED STORAGE**

A.D.T. Automatic Fire Alarm

Direct Track Connection B. &amp; M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

**STORAGE**

**Wool, Cotton and General Merchandise**  
**INDUSTRIAL SPACE FOR LEASE**  
**IN UNITS TO SUIT TENANTS**



**LOCATION:** Near but outside congested part of city. Obviates costly trucking delays. Overland express call.

**STORAGE:** For all kinds of raw materials and manufactured goods in low insurance, modern warehouses.

**RAILROAD CONNECTIONS:** Boston & Maine R. R. sidings connecting all warehouses at Mystic Wharf. New York, New Haven & Hartford sidings at E St.

**DISTRIBUTION:** Complete service for manufacturers distribution whether from storage or pool cars. Trucking to all points in Metropolitan District.

**LEASING:** Space in units of 2,000 to 40,000 ft. on one floor for manufacturing or stock rooms at reasonable rentals on short or long term leases.

**DEEP WATER PIERS:** Excellent piers for cargoes of lumber and merchandise to be landed and stored in connecting warehouses.

**"WIGGIN TERMINALS, INC.**

Boston 29, Mass.

Tel. Charlestown 0880



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Member of A.W.A.-M.W.A.

**ATLANTIC STATES WAREHOUSE AND COLD STORAGE CORPORATION****385 LIBERTY ST., SPRINGFIELD 1**

General Merchandise and Household Goods Storage. Cold Storage for Butter, Eggs, Poultry, Cheese, Meats and Citrus Fruits  
 B. & A. Sidings, and N. Y., N. H. & H. R. R. and B. & M. R. R.  
 Daily Trucking Service to suburbs and towns within a radius of fifty miles.

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F. G. Mooney, Pres. J. G. Hyland, V-Pres.

**HARTFORD DESPATCH and WAREHOUSE CO., Inc.**

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.  
 Members: NFWA-AWA-ACW-AVL Agents

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Max Lyon, Pres.

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Merchandise Storage-Pool Car Distribution

Fleet of Trucks for local delivery.

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 Springfield, Mass.

Telephone  
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General Cold Storage

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P. O. Box 155

Brightwood Station

Wheat steel & concrete, automatic fire & burglar alarms-ADT. T8Area 1,000,000 cu.ft. Ft. 14 850 lbs. Ct. 8-10 ft. Elev cap 6,000 lbs. Priv siding 30-car cap on, & consign shipments via B&M's sta. Brightwood: free switching, 100% palletized. Temp. range -10° to 40°. Humidity control. 15-ft. dock. Specialize in frozen foods. Open yard stge. Br. office facilities. Loans on stored commodities. Printed tariff.

Member of the A. W. A. (Cold Storage Div.)

SPRINGFIELD, MASS.

**J. J. SULLIVAN THE MOVER, INC.**

Fireproof Storage

Offices: 385 LIBERTY ST., SPRINGFIELD 1

HOUSEHOLD GOODS STORAGE, Packing,

Shipping, Pool Car Distribution of All Kinds

Fleet of Motor Trucks

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*Facing the Busiest*  
*Thoroughfare in*

**DETROIT**

200,000 square feet, Centrally located. Private siding facilities for 20 cars with free switching from all railroads. Large, enclosed loading dock. Our own fleet of trucks make prompt reshipment and city deliveries.

**JEFFERSON TERMINAL WAREHOUSE**

1900 E. Jefferson Ave.

DETROIT 7, MICHIGAN

DETROIT, MICH.

Members N. F. W. A.

Consign your shipments to

**WOLVERINE STORAGE COMPANY, INC.**

11850 E. Jefferson Ave., Detroit 14

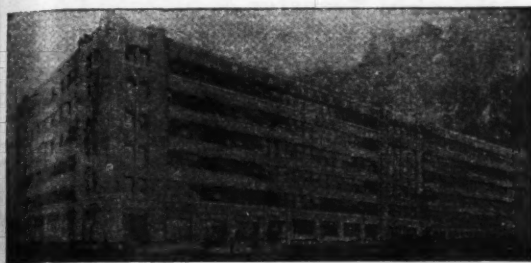
Phone Valley 3-4540 Teletype DE-968

**STORAGE AND MOVING, PACKING**  
**AND SHIPPING**

Agent for Allied Van Lines, Inc.



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**CENTRAL DETROIT WAREHOUSE**

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

**WAREHOUSE & TERMINALS CORPORATION**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

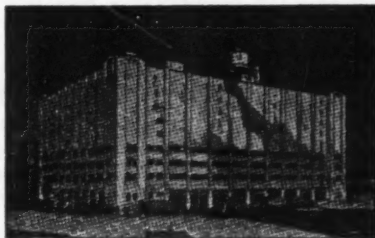
**Central Detroit Warehouse Co.**

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★ This modern building was designed exclusively for commercial warehouse purposes. Offering dry storage and the largest, most complete and efficient refrigerated storage, with ice manufacturing plant, in this wide area. Every warehousing facility is available. Desirable office space. Car icing. Financing. Adequate receiving and distributing facilities. In-transit storage. Absolute protection. Minimum insurance. Modern palletized equipment. Sharp-freezing rooms. Free reciprocal switching—all railroads. Continent wide connections.



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**GRAND TRUNK WAREHOUSE**

and

**COLD STORAGE COMPANY**

1921 E. FERRY AVE., DETROIT 11, MICH.

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**DETROIT, MICH.**

AN ASSOCIATED

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Division of  
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U. S. COLD STORAGE CORP.



U. S. COLD STORAGE CO.



U. S. WAREHOUSE CO.



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THE LARGEST COMPLETE WAREHOUSING AND DISTRIBUTING SERVICE IN GRAND RAPIDS

**COLUMBIAN STORAGE & TRANSFER Co.**

Approximately 90% of All Commercial Storage and Pool Cars in Grand Rapids Handled Thru Columbian



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Represented by  
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ALMA, MICH.

Phone 9-6541-6543

**ACME CARTAGE & MOVERS**

NATION WIDE MOVERS POOL CAR DISTRIBUTORS

Shipping, Crating and Storage

307 E. SHIAWASSEE ST. LANSING, MICHIGAN

Agent: North American Van Lines, Inc.

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Since 1919

**FIREPROOF STORAGE CO.**

728 East Shiawassee

2 — WAREHOUSES — PALLETIZED

PRIVATE N.Y.C. SIDING • DISTRIBUTION  
TRUCKING • WINCH • VAN SERVICE  
MERCHANDISE AND HOUSEHOLD GOODS



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The only modern fireproof warehouse in Lansing exclusively for household storage  
MOTHPROOF FUR AND RUG VAULTS  
Local and Long Distance Moving  
"WE KNOW HOW"



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### BRANCH HOUSE SERVICE

#### ... AT WAREHOUSE COST

• It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.

• Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.

• Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

### CENTRAL WAREHOUSE CO.

1840 No. Michigan Avenue

SAGINAW, MICHIGAN



AMERICAN WAREHOUSEMEN'S ASSOCIATION

## MINNEAPOLIS, MINN.

ASSOCIATED WAREHOUSES, INC.  
AMERICAN WAREHOUSEMEN'S ASSOCIATION

### MINNEAPOLIS TERMINAL WAREHOUSE CO.

OPERATED JOINTLY WITH

ST. PAUL TERMINAL WAREHOUSE CO. MIDWAY TERMINAL WAREHOUSE CO.

ALL MERCHANDISE WAREHOUSING SERVICES  
CONVENIENT FOR ALL TWIN CITY LOCATIONS

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Established 1883

### SECURITY WAREHOUSE COMPANY

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MINNEAPOLIS 1, MINNESOTA  
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Merchandise Storage  
Pool Car Distribution, Local Trucking  
Industrial Trackage Space

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Merchandise and Household Goods Storage  
Local Pool Car Distribution  
Packing-Crating-Bonded Storage  
Local and Long Distance Moving



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220 1st Ave., N.W.  
Rochester, Minn.

Member N.F.W.A. and Allied Van Lines, Minn.-Northwest W.A.



## ST. CLOUD, MINN.

Established 1898 State Bonded

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### Merchandise Storage & Distributing Pool Car Distribution

Household Goods Storage, Motor Freight Terminal.  
Printed Tariff Schedule, Ship C. L. via G. N. or N. P.  
Private siding. Store door delivery.  
Member Minn. Northwest W. A.

## ST. PAUL, MINN.

### A COMPLETE WAREHOUSING SERVICE

Merchandise Storage—Cold Storage  
Pool Car Distribution—Industrial Facilities

Situated in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy. No telephone toll charge to either city.

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405 Third St.

SAN FRANCISCO 7

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AMERICAN WAREHOUSEMEN'S ASSOCIATION

## JACKSON, MISS.

### McGehee Transfer & Storage Co.

630 N. Mill St.

Phone 2-3231

Jackson, Miss.



Merchandise and Household Storage

Pool Car Distribution

Private siding ICRR.



## MERIDIAN, MISS.

Heyt Via, Mgr.

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### INTERSTATE COMPRESS & WAREHOUSE CO.

"Excellent Service Assured"

250,000 Sq. Ft.—Sprinklered Warehouses Ins. Rate 19c

35 Car direct siding all local Railroad

Over Night Service to Gulfports on Exports

Merchandise Storage & Distribution

ADDITIONAL 250,000 Sq. Ft. Warehouse Space at COM-  
PRESS OF UNION. UNION, MISS.

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### Sunflower Transfer & Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.



Distribution and storage of merchandise.

Fireproof Warehouse—Motor van service.

On railroad siding—Lowest Insurance rates.

PACKING—STORAGE—SHIPPING

AGENT FOR GREYVAN LINES, INC.



## JOPLIN, MO.

GENERAL MERCHANDISE & HOUSEHOLD GOODS  
STORAGE & DISTRIBUTING

Pool Car Distribution, Long Distance Moving

Buildings Sprinklered throughout, Low Insurance Rate

PACKING, CRATING, SHIPPING



TRANSFER AND STORAGE, INC.

925 VIRGINIA AVE., JOPLIN, MISSOURI

Telephone 3240 or 7484

Karl Campbell, Pres. & Gen. Mgr.

Members NFWA, AVL, MOWA

## KANSAS CITY, MO.

### COMPLETE FREIGHT DISTRIBUTION & WAREHOUSING In Kansas City, Missouri and Its Trade Area

Pool Car distribution. Merchandise warehousing. Car  
loading and unloading; Local delivery and pick-ups.  
Private 12-car switch tracks. Modern sprinkler  
equipped warehouse. Ideally located in principal  
wholesale district, convenient to all freight terminals.

WRITE for details.

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KANSAS CITY, MO.

Member of American Chain of Warehouses, Inc.

New York Office: Phone: Plaza 3-1234, 3-1235

Chicago Office: Phone: Harrison 7-3688

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## KANSAS CITY, MO.

### VICTOR 3268

### CENTRAL STORAGE CO.

1422 St. Louis Ave. (West 10th St.)

KANSAS CITY 7, MO.

Merchandise Warehousing and Distributing

Branch House for Factories - Pool Car Distribution



CHAS. C. DANIEL, Jr.  
Pres. & Treas.

Over 70 YEARS "The Symbol of Service"

## KANSAS CITY, MO.

# 3

Choicely  
Located  
Warehouses  
in  
**KANSAS CITY**

To Insure Efficient and Economical  
Coverage of this Great Marketing Area

### CHECK THESE ADVANTAGES

Modern Facilities  
Responsible Management  
Spacious Switch Tracks  
Ample Truck Loading Doors  
Streamlined Handling Equipment  
Our Own fleet of Motor Trucks  
Cool Rooms  
Storage in Transit  
Office Space and Display Rooms  
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### ALL BRANCH HOUSE FUNCTIONS INCLUDING:

Receiving  
Storing  
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Marking  
Reconditioning Inventories  
Pool Cars Distributed

It costs you nothing to  
Investigate Crooks  
Terminal facilities.  
Phone, wire or write us  
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## Crooks Terminal Warehouses, Inc.

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Chicago 7—433 W. Harrison St. New York Office 16—271 Madison Ave.  
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## MERCHANDISE WAREHOUSING

We own 250,000 sq. ft. of space  
Sprinklered Building  
Central Alarm System  
Pool Car Distribution  
Branch Office Facilities

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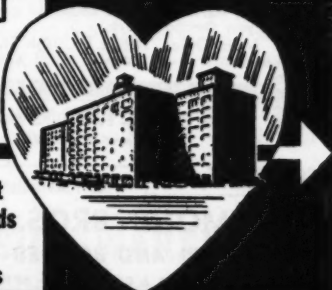
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handling of  
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FAST**

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We Specialize in Transit Storage  
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Pool Car Distribution  
FIREPROOF BONDED  
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1889 62 Years of Continuous Service 1931



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We operate Thirty Trucks and have connections to all points in the State.  
Our buildings are clean, both Fire and Non-Fireproof, located on the  
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lines entering either city, absorbing switching.  
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**LICENSED AND BONDED WAREHOUSEMEN**

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PRIVATE SIDING — CB&Q R.R. — FREE SWITCHING — TRANSIT STORAGE  
"BETTER WATCH WESTERN NEBRASKA"





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**MERCHANDISE STORAGE**

Location in non-congested area  
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T. R. Clark, 963 Newark Ave.  
Manager Tel.—Market 3-1830  
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Auto. Fire & Burg.—ADT. Ins. \$107. Siding PRR. 30 cars. Shelf. plat. 20 trks.  
SERVICE FEATURES—Pool car dist. Co. oper. cartage serv. 52 trks. Off. & Stgs.  
space for lease. Spec. in hldng. spe. machinery & steel in cfts up to 4½ tons. 1 pbl.  
Bit. Con.; Fagr. Type Elev.; Frl. Plat. Elev.; 5 Ptbl. Trg. Mash.; 4 Elev. Plat. Trk.;  
40 Plat. tk.  
MEMBER—A.W.A.; N. J. Mtr. Trk. Assoc.; Whse. Assoc. of N. Y.

# JERSEY CITY, N. J.

**Lackawanna Warehouse Company**

Established 1940 Incorporated  
M. F. Whitehead, General Mgr. 629 Grove St.  
Tel.—(N.J.) Journal Sq. 2-3360. (N.Y.) Rector 2-2345  
FACILITIES—1,072,883 sq. ft. Reinf. concrete & steel. Fireproof. Fire &  
Burg.—ADT. Int. \$06. Siding D.L.&W. RR. 52 cars. Shelf. plat., 54 trucks.  
Ceiling hgt. 9½ ft. Elev. cap. 12,000 lbs.  
SERVICE FEATURES—Pool car dist. Stgs. & off. space for lease. Co.  
oper. cartage serv. 52 trks. SIT arrangements. 24 frt. plat. elev.; etc.  
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STORAGE:

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250,000 square feet, low insur-  
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in downtown Newark.

GENERAL MERCHANDISE  
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HOUSEHOLD GOODS

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(N.Y.) Rector 2-3333  
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—ADT. Ins. \$104. Fir. id. 250 lbs. Siding Lehigh Valley, 15 cars. Reinf. switch  
with PRR. Shelf. plat., 20 trks.  
SERVICE FEATURES—Co. oper. cartage, 52 trks. Spec. in food, liquors, etc.  
applcs. 2 grav. rel. con.; 8 frt. elev.; 120 plat. tk.; 14 hand tk.  
MEMBER—A.W.A.; N. J. Motor Trk. Assoc.; Whse. Assoc. N. Y.

# PORT NEWARK, N. J.

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SERVICE FEATURES—U. S. Customs bonded. 3-25 ton cranes. S.I.T. Pool Car  
dist. Co. oper. cartage serv. 52 trks.  
MEMBER—A.W.A.; N.J. Motor Trk. Ass'n; Whse. Ass'n N.Y.

# ALBUQUERQUE, N. M.

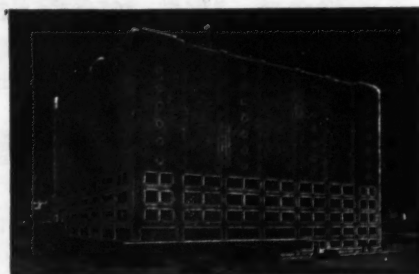
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Fireproof Storage Warehouse

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FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL  
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TRAFFIC MEN! Let CHELSEA be  
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TWO MODERN FIREPROOF WAREHOUSES  
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**IDEALLY LOCATED**

IN THE VERY CENTER OF NEW YORK CITY  
Adjacent to All Piers, Jobbing Centers  
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U. S. CUSTOMS BONDED & FREE

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Main St., East of Circle St., Rochester 7  
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Direct R.R. Siding N. Y. Central in the Center of Rochester

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2 PRIVATE RAIL SIDINGS

DAILY, STORE-DOOR, MOTOR FREIGHT SERVICE TO ALL NEW YORK STATE POINTS

Member: American Chain of Warehouses—MayWA

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Household Goods Moving, Storage, Packing,  
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Pool cars handled promptly. Motor Service.  
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All buildings fully fireproof construction

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Local and Long Distance Hauling of  
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SERVICE CARD bound between pages 50 and 51

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FORMERLY THE COTTER CITY VIEW STORAGE COMPANY  
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Established 1897

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Storage—Moving—Packing—Shipping of Household Effects and Works of Art—Silver and Rug Vaults



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2 Warehouses 41,000 sq. ft.



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INC. 1902

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STORAGE IN TRANSIT

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Fireproof Furniture Storage

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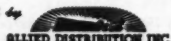
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Intrastate and Interstate Common Carrier  
70,000 sq. ft. of modern fireproof  
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Complete ADT burglar and fire alarm protection

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40 years of Merchandise Security with dependable  
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Motor Truck Service. Low Insurance Rates.

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"Good housekeeping, accurate records,  
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Located in the center of the Jobbing &  
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for the proper Storage  
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Storage (Mds.)—Pool Car Distribution—Local delivery service—Office  
Space. In the heart of the wholesale district and convenient to Rail,  
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When Needing Merchandise Storage in Nashville Call New York Office Plaza 3-1234, Chicago Office HARRISON 7-3688 or Nashville 5-2738.

Members of

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## Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE  
WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Automatic Sprinkler System—Centrally Located

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## ARMSTRONG TRANSFER & STORAGE CO., INC.

103 SOUTH PIERCE STREET

Merchandise Storage & Distribution  
Household Goods Storage, Moving & Packing  
Long Distance Operators

Members: A.W.A.-A.C.W.-N.F.W.A.-S.W.T.A.-T.M.T.  
Agents—Allied Van Lines

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## TEXAS STORAGE COMPANY

656 NECHES STREET

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Merchandise and Household Goods  
Warehouse, Concrete Construction  
30,000 Sq. Ft. Distribution of Pool Cars  
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Agent for A.V.L. Member of N.F.W.A.—S.W.T.A.

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## CORPUS CHRISTI WAREHOUSE AND STORAGE COMPANY

Located at PORT SITE  
adjacent to docks NAVIGATION DISTRICT No. 1  
Storage Distribution Drayage

MERCHANDISE EXCLUSIVELY  
150,000 Sq. Ft. Sprinklered Low Insurance Rates  
Member: S.W. & T.A.—A.W.I.

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THE BIG WHEEL IN THE SOUTHWEST  
since 1875

Our 76th Year

Gus K. Weathered, Pres. C. E. Bradley, Vice-Pres.

Modern Fireproof Construction—Office Displays,  
Manufacturers, and Warehouse Space.

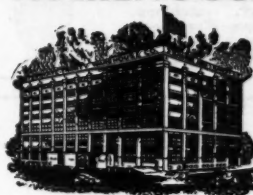
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Operating Lone Star Package Car Co. (Dallas-Ft. Worth  
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Merchandise Storage and  
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EL PASO, TEXAS

"Bankers of Merchandise" "Service With Security"

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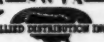
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Lowest Content Insurance Rate  
Fireproof Storage of Household Goods, Autos & Merchandise.  
State and Customs Bonded. Private Trackage—T & P.  
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MOVING—STORAGE—PACKING—SHIPPING



Since 1875  
**BINYON-O'KEEFE** Since 1875  
STORAGE CO.

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Associated with Distribution Service, Inc.



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"Service with Reliance"

## AMERICAN WAREHOUSES, INC.

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330,000 Square Feet of Fully Sprinklered Warehouse Space

★ All space at car level ★ Watchman and Sprinklers Supervised by ADT ★ Over  
2,000 feet of trackage adjacent to warehouse docks ★ Offices available for customers

HOUSTON, TEXAS

Member of A. W. A.—S. W. & T. A.

## BUFFALO WAREHOUSE COMPANY



No. 1 MAIN STREET

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Located in the heart of the jobbing district

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION

Lowest Insurance Rates Automatic Sprinkler Watchman

HOUSTON, TEXAS

New Location—Improved Facilities

BETTER WAREHOUSING IN HOUSTON

Our new warehouse is 800 feet long by 250 feet wide with car spot on  
the Mo. Pac. R. R. for 20 cars at one time. Plenty of truck dock space  
with wide area to maneuver trucks and trailers.

This modern one-story property with high ceilings and unlimited floor  
load capacity is fully equipped with modern materials handling apparatus.

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HOUSTON, TEXAS

## Houston Terminal Warehouse & Cold Storage Company

701 No. SAN JACINTO ST., HOUSTON 2

General Storage Cold Storage U. S. Customs Bonded

A. D. T. Service Pool Car Distribution

Office Space Display Space Parking Space

Lowest Insurance Rate

New York Representative  
Phone PLaza 3-1235

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## HOUSTON, TEXAS

### PATRICK TRANSFER & STORAGE CO.

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Merchandise and Household Goods Storage  
Pool Car Distribution  
Sprinklered—A.D.T. Watchmen  
Shipside and Uptown Warehouses  
Operators—Houston Division  
Lone Star Package Car Co.  
Member of N.F.W.A.—State and Local Ass'ns.



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W. E. FAIN, FOUNDER  
W. T. FAIN, MANAGER

### TEXAS WAREHOUSE COMPANY

Established 1901  
Fifty Years  
Under Same Continuous Management  
MERCHANDISE EXCLUSIVELY  
Pool Car Distribution Sprinklered Throughout  
A.D.T. Supervised Service

## HOUSTON, TEXAS

### UNION Transfer & Storage Co.

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Forwarding and Distributing  
MERCHANDISE STORAGE  
Warehouses Sprinklered Throughout  
Supervised by A. D. T. Service  
SERVICE THAT COUNTS



## HOUSTON, TEXAS

### UNIVERSAL TERMINAL WAREHOUSE CO.

1002-1008 Washington Ave., Houston  
Merchandise Storage—Pool Car Distribution—Drayage Service  
A.D.T. Central Station Automatic Supervisory  
Sprinkler, Waterflow, and Fire Alarm Service  
Watchmen, U. S. Customs Bonded, Office Space  
Represented in all principal cities by  
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY  
Division of  
UNITED STATES FREIGHT CO.  
Members State and Local Associations

## HOUSTON, TEXAS

Member: A.W.A.—S.W.&T.A.—M.W.A.

### WALD TRANSFER & STORAGE CO.

3 Bonded Warehouses — 175,000 Sq. Ft.  
Office: 812 Live Oak St., Houston 1, Texas  
Established 1914



MERCHANDISE STORAGE • POOL CAR DISTRIBUTION  
Represented by: Distribution Service, Inc.  
New York—Chicago—San Francisco  
EXPERIENCE • SERVICE • RESPONSIBILITY

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BENJ. S. HURWITZ, Pres.

### WESTHEIMER Transfer and Storage Co., Inc.



2205 McKinney Ave., Houston 1  
Since 1883  
Merchandise & Household Goods Storage—Pool Car Distribution—  
Lift Van Service—20 car lengths of trackage.  
Fireproof Warehouses—A.D.T. Automatic Fire and Burglary Protection  
Agent for Allied Van Lines, Inc. Members N.F.W.A.  
State and Local Assn.

## SAN ANTONIO, TEXAS

### Gillis-Hood Terminal Warehouses, Inc.

(Formerly Muegge-Jenull Warehouse Co.)  
1432-34 So. Alamo St., San Antonio 7  
P. O. BOX 4415, STA. A

Merchandise Storage and Distribution  
Private Siding. Free Switching  
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## SAN ANTONIO, TEXAS

### MERCHANTS TRANSFER & STORAGE CO.

Merchandise Household Goods  
Merchants & Transfer Sts., San Antonio 6  
Complete Storage and Distribution Service  
Over 50 years of satisfactory service  
Member of A.W.A.—N.F.W.A.—S.W.A.

## SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

### Scobey Fireproof Storage Co.

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HOUSEHOLD — MER-  
CHANDISE — COLD  
STORAGE—CARTAGE  
DISTRIBUTION  
INSURANCE RATE - - 10c  
Member of 4 Leading Associations



## SAN ANTONIO, TEXAS

### Security Bonded Warehousing Co.

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P. O. BOX 4415, STA. A  
Merchandise Storage and Distribution  
Private Siding—Free Switching  
Member of SWA—SAMC

## SAN ANTONIO, TEXAS

### SOUTHERN TRANSFER & STORAGE CO.

P. O. BOX 4097, STA. A, SAN ANTONIO 7  
Specialists in Merchandise Distribution  
FIREPROOF CONSTRUCTION  
BONDED STORAGE



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WALTON 5-1257

ALLIED DISTRIBUTION INC.  
NEW YORK 19  
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PL 6-8957

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### HILDEBRAND WAREHOUSE COMPANY

Bonded under the Laws of Texas  
General Storage and Distribution from the Center of  
East Texas. Specializing in Pool Car Distribution  
and Merchandise Warehousing

## WICHITA FALLS, TEXAS

### POOL CAR DISTRIBUTION

Since 1920

### TARRY WAREHOUSE & STORAGE CO.

Wichita Falls, Texas  
Members: SWA—NFWA—AVL

## OGDEN, UTAH

MEMBER OF A.W.A.

### WESTERN GATEWAY STORAGE CO.

GENERAL WAREHOUSING  
POOL CAR DISTRIBUTION  
MERCHANDISE AND COLD STORAGE

## SALT LAKE CITY, UTAH

### CENTRAL WAREHOUSE

520 West 2nd South St., Salt Lake City 1  
Fireproof Sprinklered  
Merchandise Storage  
Pool Car Distribution Office Facilities  
Member A.W.A.



## SALT LAKE CITY, UTAH

### Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space  
Insurance Rate 11 Cents

### CORNWALL WAREHOUSE CO.

353 W. 2d South St., Salt Lake City 1  
Represented by { ALLIED DISTRIBUTION, INC., and  
DISTRIBUTION SERVICE, INC.  
New York-Chicago-San Francisco



and Firms are Arranged Alphabetically

## SALT LAKE CITY, UTAH


Merchandise Storage—Pool Car Distribution

**KEYSER MOVING AND STORAGE CO.**  
328 West 2nd South, Salt Lake City 1  
Established 1910  
72,000 sq. ft. space. Reinforced concrete and brick. Central location. Systematic delivery service. A. D. T. automatic burglar and fire protection. Office and desk space. Member-AWA-UVL-UWA-AWI




## NORFOLK, VA.

Household • Automobile Storage • Merchandise  
**NEW-BELL STORAGE CORPORATION**  
22nd St. & Monticello Ave.  
NORFOLK 10, VIRGINIA  
MODERN SPRINKLER EQUIPPED WAREHOUSE  
50,000 SQUARE FEET PRIVATE RAIL SIDING  
Lowest Insurance Rate in Norfolk. Pool Car Distribution  
WE SPECIALIZE IN MERCHANDISE STORAGE AND DISTRIBUTION  
AGENTS AERO MAYFLOWER TRANSIT COMPANY  
Member M.W.A. & A.T.A.



## NORFOLK, VA.

**STORE and DISTRIBUTE  
IN THE PROSPEROUS TIDEWATER  
AREA THRU PRUDENTIAL**  
HOUSEHOLD GOODS MOVED, PACKED, SHIPPED  
POOL CAR TRANSFER TRUCKING SERVICE  
LARGE FIREPROOF WAREHOUSE  
OPEN YARD STORAGE AVAILABLE  
LOCATED ON N. & W. SIDING  
**PRUDENTIAL STORAGE and  
VAN CORPORATION**  
Billings St. at N. & W. Ry.  
P. O. Drawer 1859 — Telephone 22481 or 54008

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Fine Warehousing Since 1914

## Security Storage and Van Co.

500-530 FRONT STREET  
COLLECTIONS • POOL CARS • DISTRIBUTION  
MOTOR VAN AND LIFT VAN SERVICE  
Member—Nat'l. F.W.A.—Allied Van Lines

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Established 1892

## SOUTHGATE STORAGE COMPANY

239 Tazewell St., Norfolk 10



For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

Write for Booklet—"7 POINT DISTRIBUTION"

For more product information use the  
**READERS' SERVICE CARD**  
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73 Years of Uninterrupted and Expert Service

## BROOKS TRANSFER & STORAGE CO., Inc.

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MERCHANDISE Warehousing and distribution. Private railroad siding. Pool car distribution. Freight truck line.

HOUSEHOLD GOODS stored, packed and shipped. Motor van service to all states.

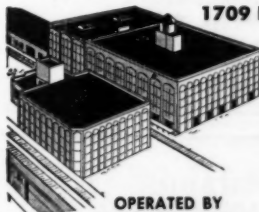


- 810,000 cu. ft. storage space
- Three storage warehouses
- Low insurance rates

## VIRGINIA BONDED

## WAREHOUSE & TRANSPORTATION CO.

1709 East Cary Street—Richmond, Va.



Storage space 160,000 square feet, completely modernized. Mechanized materials handling equipment. 8-car siding Southern Railway. 8-truck platform. Pool car distribution. Lehigh cartage services. Sprinkler protected; ADT Watchman controlled.

OPERATED BY  
**LEHIGH**

WAREHOUSE & TRANSPORTATION CO.



NEWARK • JERSEY CITY • BROOKLYN • ELIZABETH • PORT NEWARK • RICHMOND, VA.

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## H. L. LAWSON & SON

Finance and Storage  
Pool Car Distributors

General Merchandise Storage  
631 EAST CAMPBELL AVE.  
ROANOKE 7, VIRGINIA

Represented by Associated Warehousemen, Inc., Chicago and New York



## ROANOKE, VA.

## ROANOKE PUBLIC WAREHOUSE

389 W. Salem Ave. W., Roanoke 5

Capacity 500 Cars

Private Railroad Siding



Automatic Sprinkler

Accurate Accounting

We make a specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.  
Member of American Chain of Warehouses

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Cartage — Distribution — Storage  
Highest financial rating; new fireproof, A.D.T. sprinklered buildings; lowest insurance rate (10.2c); modern equipment.

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Transfer & Storage Co., Inc.

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MACHINERY MOVING, RIGGING AND HAULING  
U. S. Custom Bonded

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Seattle 4, Washington

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Cold Storage—Dry Storage—Rentals—Pool Car Distribution—Office Rentals  
Fireproof, brick const.; Sprinkler system; Insurance rate: 12.8c. Siding  
connects with all rail lines.

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Seattle's One-Stop Warehousing Service

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### SYSTEM Transfer & Storage Co.

Established 1919

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Complete Drayage, Storage and  
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"System Service Satisfies"

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WAREHOUSING • DISTRIBUTION • TRUCKING

Represented By  
DISTRIBUTION SERVICE, INC.  
New York—Chicago—San Francisco

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### GEN'L WAREHOUSING & CARTAGE

Private siding on NP, served by any  
R.R. Jobbers display and offices.  
Also licensed storage for yellow label  
goods. Cartage rights.  
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LET LYON GUARD YOUR GOODS



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Telephone, Office and Stenographic Service

Specialize in serving food and related industries; pool car distribution;  
44 trucks and tractors with semi-trailers. New 49,000 ft. modern ware-  
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New York—Chicago—San Francisco

## HUNTINGTON, W. VA.

Every facility for you and your patrons' con-  
venience to secure your share of this Five  
Hundred Million Dollar market is available  
through

THE W. J. MAIER STORAGE COMPANY  
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ESTABLISHED 1903

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Merchandise Storage  
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Heated—Unheated—Yard  
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Waterfront Facilities  
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Complete local and over-the-road truck services with 70  
units of all types of equipment, including low-bed  
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40 Car Tract Capacity  
Modern Handling Equip-  
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Reciprocal Switching all  
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AERO-MAYFLOWER MOVING AND STORAGE  
New York Office:

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LOW INSURANCE RATE

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COLD STORAGE  
DRY STORAGE

Phone 7-1489

FREEZER STORAGE 612-634 W. Main St., Madison 3

... within the Law ... (Continued from page 58)

"There must be proof that a seller has charged one purchaser a higher price for like goods than he charged one or more of the purchaser's competitors... There was no proof that defendant (manufacturer) charged one purchaser a higher price than it had charged plaintiff (distributor) under similar circumstances... A distributor is in a position to change his prices promptly to reflect changes in prices and costs, but manufacturers

who have contracted to sell the output of their plants for some periods in advance, must speculate on the costs of sugars required in their manufacturing operations. Thus, manufacturers occupy a situation different from the position of the distributing trade... Defendant's (manufacturer) classification of its customers as manufacturers and distributors was reasonable and lawful."

Also, this higher court held that a

clause in a contract which requires purchasers to not resell merchandise but to use it for manufacturing purposes is not harmful to competition or in restraint of trade and does not violate any anti-trust law.

The court held further that the Clayton and Robinson-Patman Acts do not prevent a seller from eliminating middlemen from its distributing system and selling merchandise directly to consumers, or to distribute a part of its merchandise direct and a part through wholesale distributors.

DISTRIBUTION AGE

and Firms are Arranged Alphabetically

## MILWAUKEE, WIS.

Those who know, say "STORE AMERICAN" because  
PERSONALIZED ON-THE-SPOT WAREHOUSE SERVICE ASSURES  
FRIENDLY CUSTOMER CONTACTS & GOOD PUBLIC RELATIONS!  
Select your Warehouseman as you would your Representative  
**CHOOSE**

### AMERICAN WAREHOUSE CO.

General Office: 525 East Chicago St.  
Private Siding—Chicago & North Western Ry.  
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Wis. Whse. Ass'n  
House No. 2  
302 North Jackson St.  
3rd Ward District



"SERVING YOUR  
CUSTOMERS  
BY SERVING  
YOU"

# ATLAS STORAGE MILWAUKEE

EFFICIENT  
WAREHOUSING  
AND  
DISTRIBUTION  
FACILITIES

MODERN! COMPLETE!

First floor storage space in excess of  
3½ million cubic feet • Palletized  
warehousing • Served by CMST&PRY  
and C&NWRY • 42 car spot • Motor  
truck terminal • Marine terminal •  
City-wide delivery service • Separate  
building for office and display purposes.

Represented by DISTRIBUTION SERVICE, INC.  
Chicago • New York • San Francisco

## ATLAS STORAGE

DIVISION OF PAV ATLAS INDUSTRIAL CENTER, INC.  
647 WEST VIRGINIA STREET • MILWAUKEE 1, WISCONSIN

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SLARGEST AND MOST MODERN

## MILWAUKEE, WIS.



## LINCOLN

WAREHOUSE COMPANY  
MERCHANDISE WAREHOUSING  
AND DISTRIBUTION

LOCATED IN HEART OF BUSINESS DISTRICT

Offices: 206 W. Highland Ave., Milwaukee 3  
Member of A.W.A.—W.W.A.—M.W.A.

## National Warehouse Corp.

MILWAUKEE'S FINEST



A SOLID BLOCK OF  
RESPONSIBLE WAREHOUSING



SO. WATER & E. BRUCE STREETS

## MILWAUKEE, WIS.

—Phone Marquette 8-7091

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Milwaukee 4, Wisconsin

Cooler, Freezer and General Merchandising Storage  
Deep Water Dock, Private Siding  
on C.M.St.P. & P. R.R.

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Modern Building, Reinforced Concrete Construction

## SHAWANO TERMINAL WAREHOUSE

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Shawano, Wisconsin

General Merchandise Storage

LOW INSURANCE RATES

POOL CAR DISTRIBUTION

Licensed and Bonded. Private Siding Chicago & Northwestern R.R.

Member Wis. W. A.

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## SHEBOYGAN WAREHOUSE & FORWARDING CO.

A Merchants & Manufacturers Warehouse

11th and Illinois Ave. Sheboygan, Wis.

Member of A.W.A.—May. W.A.—Wis. W.A.



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## M. RAWLINSON, Ltd.

Established 1885 610 Yonge St., Toronto 5, Can.

Seven Buildings to Meet All Requirements for Modern Storage  
and Distribution

Customs Bonded. Pool Car Distribution. Household Goods Moved,  
Packed, Shipped and Stored.

Members of CanWA—NFWA—BAIFR—FWRA—TC&W—ALLIED VAN LINES

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## St. Lawrence Warehouse Inc.

2-VAN HORNE AVENUE, MONTREAL, CANADA  
200,000 SQ. FT. OF MODERN FIREPROOF SPACE LOCATED  
IN THE EXACT CENTER OF THE CITY  
OF MONTREAL

Canadian Customs Bond. Private Siding—8 Car  
Capacity—Free Switching—All Railroad Connections

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Established 1903

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LOCAL AND LONG DISTANCE MOVERS

Private Room System for Storage

CRATING, PACKING and SHIPPING

Charges Collected and Promptly Remitted

Member: N. F. W. A., Can. W. A.





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*Manufacturers and Distributors*

**MOVING & WAREHOUSE  
SUPPLIES**

*Prompt Delivery  
Guaranteed Products*

FURNITURE PADS  
RUG & CARPET BAGS  
MATTRESS CARTONS & BAGS  
BURLAP SHEETS  
BURLAP CARRYING SLINGS  
FURNITURE TIES  
TRUCK TIE ROPES  
REFRIGERATOR CARRYING STRAPS  
STRAPS FOR ALL PURPOSES  
MOVERS UNIFORMS & CAPS  
MOVERS JUMPERS & APRONS  
AUTO COVERS • TRUCK COVERS  
PIANO COVERS  
OVERSTUFFED CHAIR COVERS  
PLASTIC CHAIR COVERS  
TELEVISION COVERALLS  
REFRIGERATOR COVERS  
MATTRESS COVERS  
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DOLLY TRUCKS • DOLLY CASTERS  
GENERAL PURPOSE TRUCKS  
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PRY TRUCKS • PIANO TRUCKS  
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CORRUGATED CARTONS  
FLOOR RUNNERS  
PAPER & TWINE  
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GLASSINE PAPER • WAX PAPER  
WATERPROOF PAPER  
GUMMED SEALING TAPE  
SEALING TAPE MACHINES  
PAPER CUTTERS  
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WARDROBES  
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RAT EXTERMINATING PRODUCTS  
WIZO MOTH CRYSTALS  
NAPHTHALENE FLAKES  
PARADICHLOROBENZENE  
MOTH SPRAYS



*Write for  
Illustrated Catalog*

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# Buy the right HYSTER® 20 to fit your particular job

## 6 variations of one basic model...select the one that best suits your needs

What lifting and transporting capacity do you require from a lift truck? In the HYSTER 20 you can have a model with—

- 1) **2000 lbs.** capacity at 15" load centers (Standard Hyster 20)
- 2) **2000 lbs.** capacity at 24" load centers (Optional additional counterweight added to Standard 20)
- 3) **1300 lbs.** capacity at 15" load centers (Skeleton counterweight)
- 4) **1000 lbs.** capacity at 24" load centers (Skeleton counterweight)
- 5) **2000 lbs.** capacity at 15" load centers (Skeleton counterweight plus optional additional counterweight)
- 6) **1500 lbs.** capacity at 24" load centers (Skeleton counterweight plus optional additional counterweight)

Where the transporting of 2000 lbs. on 24" load centers is a prime requirement, the installation of the additional optional counterweight to the standard 20 model achieves the necessary result.

The Hyster 20 with skeleton counterweight is of great importance where floor load limits exist; where elevator lifting capacities are materials handling factors; and where a high percentage of the loads are in the 1000 lb. range.

By quickly installing the additional optional counterweight to this same Hyster 20 with skeleton counterweight, lifting capacities are increased from 1300 lbs. to 2000 lbs. at 15" load centers; and increased from 1000 lbs. to 1500 lbs. at 24" load centers. This gives the owner a 2 in 1 lift truck combination.



The right Hyster 20 lift truck, with the right attachments, tools and accessories, becomes the greatest cost cutting machine in the entire field of materials handling equipment.

### Why carry around extra weight?

The Hyster 20 for 1300 lbs. at 15" load centers or 1000 lbs. at 24" load centers has a skeleton counterweight that reduces the weight of the standard Model 20 by 600 lbs. This light weight but heavy duty fork lift truck will cut maintenance and operating costs; yet it will provide the maximum lifting and transporting capacities required in a great many industries.

The additional optional counterweights can be installed in less than 30 minutes; removed in much less time.

See your Hyster dealer for further information.

## HYSTER COMPANY

### THREE FACTORIES

2940 N. E. CLACKAMAS ST. . . . PORTLAND 8, OREGON  
1840 NORTH ADAMS STREET . . . PEORIA 1, ILLINOIS  
1040 MEYERS STREET . . . . . DANVILLE, ILLINOIS

